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# Board of Trade Journal

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# Board of Trade Journal

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Container traffic in Italy . . . . . 3
President visits Yorkshire . . . . . 4
Queen's Award to Industry, closing date for applications . 4
Sales promotion emphasis must be on overseas marketing . 5
Institute of Marketing . . . . . 5
Voluntary estate agents council . . . . . 6
Availability of UK schedules of Kennedy Round . . . . 6
Cotton textile delegation at Board of Trade . . . . . 7
EFTA (Origin of Goods) (Amendment No. 2) Regulations 1967 7
Damaged property in the Middle East . . . . . 7
Exchange control – travel . . . . . 8
Application for temporary exemption from import duty . . 8
Customs and Excise information for importers . . . . 8
Purchase tax: exempt drugs and medicines . . . . . 8
Goods temporarily imported for technical examination or standards testing . . . . . 8
The Import Duties (Temporary Exemptions) (No. 5) Order, 1967 9
The Import Duties (General) (No. 5), 1967 . . . . . 9
The Import Duty Drawbacks (No. 6) Order, 1967 . . . . 9
The Register of Restrictive Trading . . . . . 12

**AVIATION AND SHIPPING**
Evaluation of aircraft navigational accuracy. . . . . 16
Air Transport Licensing Board – reappointments . . . . 16
Computer control of imports at Heathrow London Airport . 17
Shipbuilding Industry Act . . . . . 17
Formation of NPL Hovercraft Committee . . . . . 17
Research into aircraft noise . . . . . 17

Parliamentary Answers . . . . . 18
New Books . . . . . 20
Government surplus sales by auction . . . . . 21

**STATISTICS**
The economy: selected indicators . . . . . 22
Faster growth in Commonwealth exports in 1966 . . . . 23
Industry's stocks in the first quarter of 1967 . . . . . 26
Industry's capital expenditure in the first quarter of 1967 . 30
United Kingdom Overseas Trade . . . . . 34
Retailers' stocks in May . . . . . 36
Production of man-made fibres in May . . . . . 36
Hire purchase and other instalment credit business in May . 37
Private pension funds in 1966 . . . . . 42
Registration of British and foreign films . . . . . 45
Overdrafts of the nationalized industries . . . . . 45
Retail sales in May . . . . . 46

**EXHIBITIONS AND FAIRS**
Exhibitions INRECOS and DATOS Poznan Fair . . . . . 50
World wide Board of Trade support for British exhibitors
New Government publicity service for British exhibitors . 51
British pavilion at Santarem agricultural fair. Special Belgian stamp for British Week Brussels. 120,000 to see British fashion shows in Moscow. Gold medal for Scottish firm . 52

**OVERSEAS TRADE AND EXPORTS**
France and Bulgaria. British Commercial Representatives Overseas. New address: Turin Consulate . . . . 53
Information for exporters . . . . . 54
Export Tours . . . . . 58
Export Orders . . . . . 59

**TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES**
**Argentina:** Imports of capital goods . . . . . 69
**Chile:** Temporary import concessions . . . . . 69
**Congo: (Kinshasa) Democratic Republic of:** Liberalization of Imports and Monetary reform . . . . . 64
**European Economic Community:** Trade in processed agricultural goods. Further translations of EEC regulations. Implementation of common agricultural policy. Rules of competition – Restrictive trading agreements and domination of markets . . . . . 60
**Ghana:** Import licensing . . . . . 64
**Jamaica:** Industrial Incentives Law, 1956. Export Industries Encouragement Law, 1956. . . . . 70
**Lebanon:** Customs tariff . . . . . 66
**Malaysia:** Pioneer Industries Ordinance, 1958. Import control . 66
**Malaysia: Singapore and Brunei:** Currency arrangements. . 66
**Montserrat:** Customs tariff changes . . . . . 70
**Morocco:** Import liberalization . . . . . 61
**New Zealand:** Conversion to decimal currency . . . . 68
**Spain:** Opening of global quotas . . . . . 61
**South Africa, Republic of:** Customs tariff changes. Dumping duty . . . . . 64
**Turkey:** Global import quotas and liberalization lists . . 65
**United States:** Fair Packaging and Labelling Act. Federal Trade Commission. Initial motor vehicle safety standards. Imported wool products . . . . . 68

**INDEX TO STATISTICS** . . . . . 71


## *Front cover photograph*

At the Lawnmower Division of Qualcast Limited, Derby, assembly has been speeded up with the help of conveyors built with Dexion Slotted Angle. With a few extra staff, a production increase of 50 per cent has been achieved on one line where electric mowers are produced. The rise in production was urgently needed to meet the demand for the company's lawnmowers overseas.


***SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS***

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*The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.*

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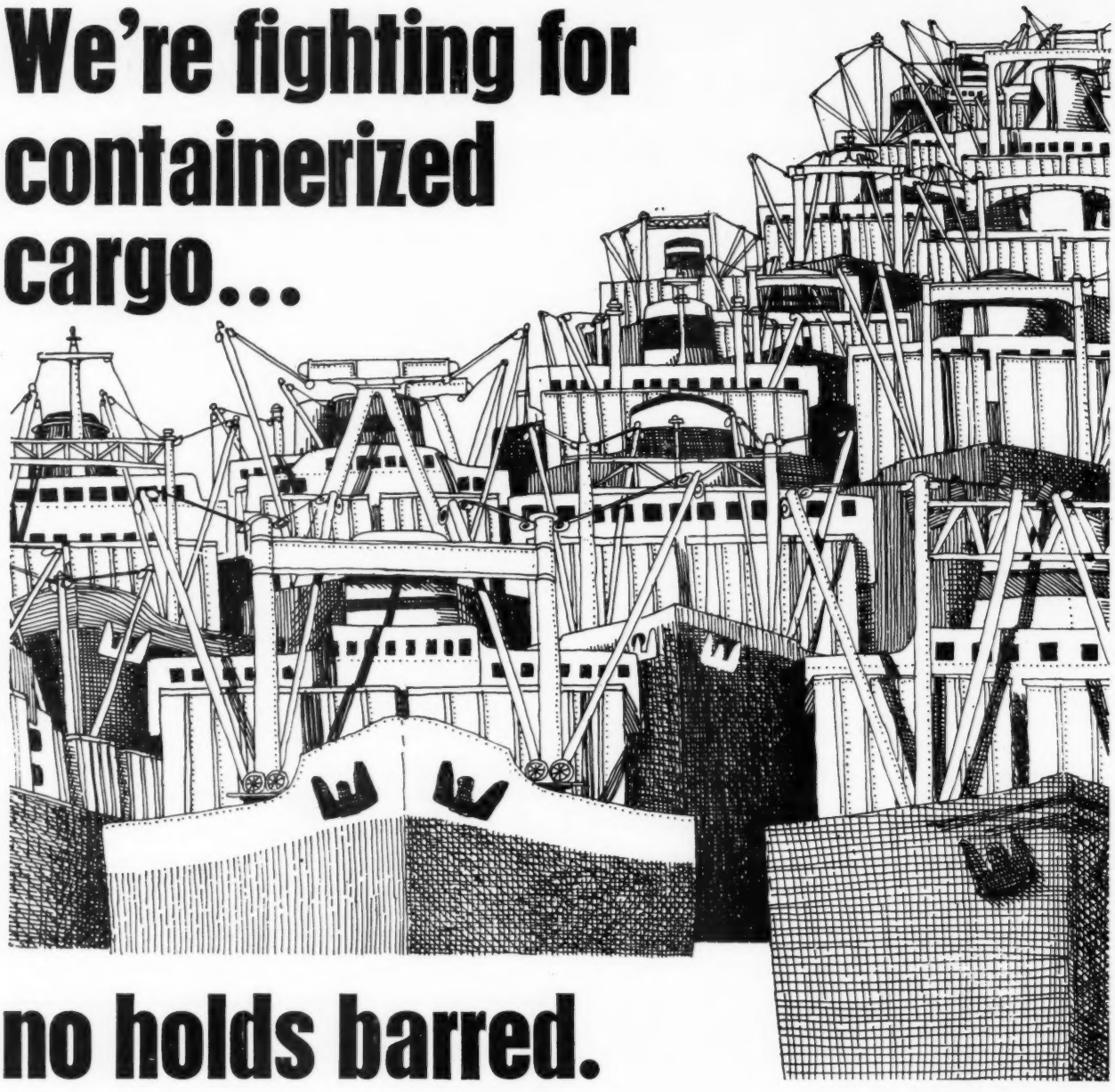
# We're fighting for containerized cargo...



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Almost every major steamship line serving the Port of Baltimore — and there are 116 of them — has or will shortly have container operations. Not only that, but the Canton Company has already begun work on a $35,000,000 container terminal in the Port of Baltimore. And full containership service is already being offered on two major trade routes. Add to this Baltimore's great economies including an unsurpassed inland location that's 50 to 200 miles closer to the rich midwest markets, low-negotiated stevedore rates, a transportation crossroads with direct loading facilities and fast vessel turnaround . . . add all this up and you can see that your containers move faster, more economically through the Port of Baltimore. So call, wire or write, Austin G. Tofield, in London, or David K. Tosic, in Brussels, for information, rates and schedules. Then route your container cargo via the Economy Port of the United States. The Port of Baltimore.

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# Container traffic in Italy

By A. Gattoni, Vice-Consul (Commercial), British Consulate-General, Milan

MANY ARTICLES have already appeared in the Italian press on the container traffic which is developing in the country; and 'Il container' has already been accepted into the Italian language.

Italy, with its deep water ports in the Mediterranean and Adriatic, is a natural terminal for container traffic from Northern Europe, the Middle East and Mediterranean seaboard; and there is competition among a number of Italian port authorities in equipping their docks to receive containers from sea, road and rail. In particular, the rivalry between Genoa and Trieste over sea traffic is very keen.

**Genoa**

Genoa suffers from congestion in the port, and labour troubles and delays in loading and unloading cargo add so much to costs that some of the Genoa traffic has been diverted to North European ports such as Rotterdam and Antwerp. The idea of container traffic has given new hope, and the authorities have been able to obtain public money for investment in the transformation of one berth – Molo Nino Ronco – into a terminal for containers. In all, the Consorzio Autonomo del Porto di Genoa will invest something like lire four billion (nearly £2½ million) in this project. More money will be spent in equipping this berth with modern cranes capable of handling containers; and the scheme is expected to be completed by 1969. At present, however, Genoa has only one other berth, the Molo Libia, in use for container traffic which handles cargo between Genoa and Sardinia. Two ships are in use for this traffic; one can carry 31 containers and serves Cagliari, the other carries 23 containers and sails between Genoa and Porto Torres. These are the only two true container ships at present in operation in Italy. Other ships do carry containers, but only by diverting normal cargoes.

**Rivalta Scrivia**

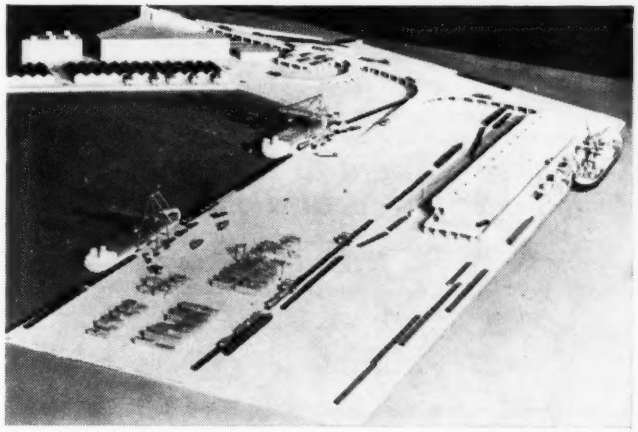
At Rivalta Scrivia, only 70 km from Genoa, on the north side of the mountains which separate Genoa from the Po Valley, there is a new inland clearance depot which is run by a consortium of private companies (forwarding agents, shipowners, banks and other industries). It handles general cargo direct from ships' holds to processing centres and from processing centres to ships' holds and is designed to help maintain Genoa as a major port for Italy and Western Europe by cutting out its delays and high costs. The centre covers an area of 770 acres and has two warehouses with road and rail links and an open area which will be equipped with cranes for the loading and unloading of containers to and from vehicles.

**Trieste and Venice**

The Trieste port authorities have under construction a huge berth covering an area of 235,000 square metres, of which 180,000 square metres will be in use at the end of this year. Connections with the railways and roads will be built for the easy flow of containers. The Venice port authorities also wish to join the container traffic, and they are equipping one of their existing berths at Porto Marghera.

**Rail container traffic**

Early next year British Railways, in conjunction with the various national railways of Western Europe, including the Italian State Railways, plan to begin a full-scale container service to Milan with fortnightly, then weekly, and then daily, services. The container trains will travel from London to Milan, and there be reorganized for onward travel with main stops in Rome and Naples. The trains will be composed of, at least, 20 wagons with two containers per wagon.



*A scale model of the new quay – Moto Settimo – under construction at Trieste.*

**Containers**

Containers to be used by the Italians seem to be the ISO 20 x 8 x 8 ft. type for which the Italians will certainly amend their road code, which, at present, forbids the passage of such large vehicles as will be needed to carry them.

The Italian Government is in sympathy with the organizations, which are studying the problems of container traffic, and a Centro Studi Containers has been formed in Genoa. Moreover, the State IRI Group have two firms – Sopre-Fim and Morteo – who are manufacturers of international standard containers. Montecatini-Edison are also planning production of containers in aluminium in accordance with the international regulations. Many top Italian engineers employed by port authorities have recently visited the United States, the United Kingdom, Holland, Belgium and Western Germany to study container development; and the Italian authorities and some of the leading forwarding agents are convinced that this should bring new opportunities for their businesses and for an expansion of Italian commerce in the Mediterranean area.

Thus, if all goes well, Italy will, by 1970, have three major ports (Genoa, Trieste, Venice), an inland clearance depot at Rivalta Scrivia and a rail terminal in Milan capable of handling containers; and manufacturers of container machinery and equipment would be well advised to put their experience in this field at the disposal of the appropriate Italian authorities and explore the possibility of exporting their products in Italy.

## President visits Yorkshire

MR. DOUGLAS JAY, President of the Board of Trade, visited Yorkshire on July 6 and 7, and carried out several engagements relating to his responsibilities for industrial development, commercial policy, export promotion and shipping.

Mr. Jay attended a dinner for West Yorkshire industrialists given by Mr. E. Atherton, Board of Trade Regional Controller, at the Leeds Club, Albion Place, on July 6 and on July 7, after visiting the Board of Trade Regional Office in Leeds the President was due to 'break the ground' for the new factory of Rockware Glass Limited at Doncaster.

Mr. Jay was also due to tour Hull Docks and to meet representatives of the British Transport Docks Board. In the evening the President attended a dinner given by the British Transport Docks Board at the Station Hotel, Hull, and met the Lord Mayor and Town Clerk of Hull and some of Hull's major industrialists.

## The Queen's Award to Industry, 1968; closing date for applications

THE CLOSING DATE for the receipt of applications for the Queen's Award to Industry, 1968, is **October 31, 1967.** Application forms, together with Notes of Guidance on the completion of the form and on the presentation of statement of case for the Award, may be obained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000).

**Notes:**

The Queen's Award Scheme is based on the recommendations of a Committee chaired by the Duke of Edinburgh. The Report of this Committee, which is available from HMSO, was published on August 3, 1965. The Prime Minister announced in the House of Commons on the same day that the Government accepted its recommendations in full.

The purpose of the Scheme (as set out in the Royal Warrant of November 30, 1965, instituting and creating the Award, and published in the *London Gazette* of March 22, 1966) is to recognize outstanding achievement by British industry either in increasing exports or in technological innovation, or in both. The Award is related to the production of goods in the United Kingdom by any branch of British industry, including agriculture and horticulture. Export achievement is based on the direct export of goods by manufacturers. In the case of technological achievement Awards are made for finished products or processes resulting from or involved in the normal course of commercial production and leading to increased efficiency. The Award is made to organizations and not to individuals. Any concern is eligible to apply, on behalf of itself or any of its industrial units or subsidiaries, provided that the concern is incorporated in the United Kingdom, the Channel Isles or the Isle of Man. This includes foreign-owned firms incorporated here.

Awards are announced each year on the Queen's actual birthday, April 21. They are held for five years with entitlement during that period to use the Emblem of the Award in a variety of ways: on flags, plaques, lapel badges, note-paper, packaging goods, etc. Industrial concerns already holding Awards may apply for and receive further Awards during the currency of any Award.

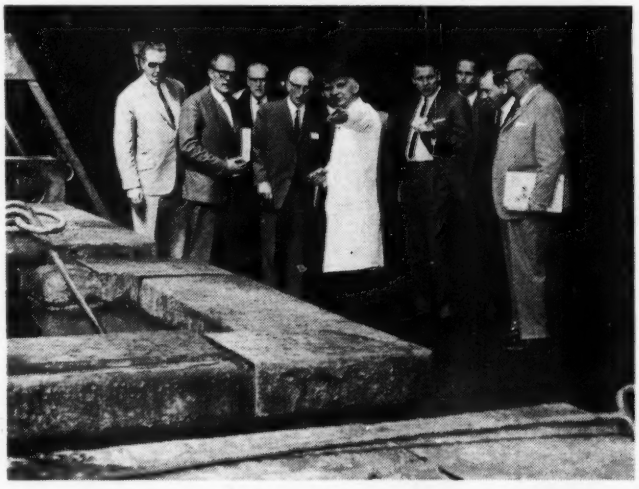
The Awards are made by the Queen on the advice of the Prime Minister; in making his recommendations he is assisted by a Committee which includes representatives of Industry, the Trade Unions and the Engineering Institutions.

Application forms and statements of case for Awards to be conferred in 1968 will not be accepted after the closing date of **October 31, 1967.**

**LETTERS TO THE EDITOR**

***Editorial communications should be addressed to the Editor,*** **Board** of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

*Lord Brown, Minister of State, Board of Trade (left) seen talking to Mr. R. van Eijle, chairman of the Netherlands Chamber of Commerce (and financial director of Philips Electronic and Associated Industries Limited), and Dr. G. van Hall, Burgomaster of Amsterdam. In the background is Mr. H. K. Mezger, member of Council (director of H. K. Mezger (Textiles) Ltd.). The occasion was a luncheon given in Lord Brown's honour at Amsterdam by the Netherlands Chamber of Commerce in the United Kingdom on June 27. Lord Brown's speech was recorded in the June 30 issue of the* Board of Trade Journal, *page* 1666.



*Forty delegates from the Eighth International Galvanizing Conference held in London recently visited the galvanizing department of Harvey Fabrication Limited. Some of the visitors, who came from all parts of the world, are seen here with the senior foreman Mr. W. Potter who has been a galvanizer for over 35 years in the pickling shop.*

## Eighteen thousand million stamps a year for export

THE POST OFFICE announce that a new exhibition opened at the National Postal Museum on July 3 illustrating the pioneer work of De La Rue's in the production of Britain's surface printed stamps over the period 1855-1967. Later an exhibition will be mounted showing the subsequent development of British Postage stamps.

Today the stamps used in no less than 225 countries are printed in Britain earning £1,340,000 in foreign currency. The printing in Britain of stamps for overseas administrations started in 1847, only a few years after this country produced the first adhesive postage stamp. The present sizeable contribution towards the solution of the balance of payments problem is made by three firms, who between them export 18,000 million stamps a year.

## *Sales promotion emphasis must be on overseas marketing*

**– Mr. George Darling**

'GIVEN OUR ECONOMIC circumstances, the whole emphasis of sales promotion must be on overseas marketing', Mr. George Darling, Minister of State, Board of Trade, said at the interpublic banquet for world advertising in London on June 27. Mr. Darling was speaking in the unavoidable absence of Mr. Douglas Jay, President of the Board of Trade. The conference had been opened earlier in the day by HRH Princess Margaret.

'This is the essential need', Mr. Darling said. 'I don't have to make out the case for it. We all know why British manufacturers must think in terms of world-wide markets for their products. We are in the difficult situation of being a manufacturing nation – a highly industrialized nation – with very few natural resources. Everything else we need has to be brought in from abroad. And every increase in industrial developments, every increase in the living standards of our people, individually and collectively, means we have to import more and more materials – and because we can't make everything ourselves it also means that we are increasing our imports of manufactured goods.

'And of course we have to pay for the imports. We pay by exporting. To sustain a 3 per cent growth in industrial production for some time to come, we must increase our exports by almost 6 per cent a year.'

To carry out this big task successfully the operation had to begin at the marketing end in most cases. It was necessary to find out what kind of products would sell best overseas. Markets must be sought and carefully examined for sales prospects. Products must be properly designed, sales promotion must be planned and adequately financed. Of course the home market must not be neglected, but Mr. Darling said he didn't think we had yet got home and overseas marketing properly balanced.

Mr. Darling expressed his gratitude to the Advertising Association, the IPA and the ISBA for their co-operation in shaping and willing acceptance of the coming Protection of Consumers (Trade Descriptions) Bill.

Speaking of the inquiry into the economics of advertising, Mr. Darling said: 'There seems to be a widespread belief that the British Government disapprove of advertising or regard it as an activity of dubious value. This is quite wrong. It is obvious that advertising plays an important role in our economy. In a complex industrial society, it makes an indispensable contribution to the processes of production and distribution. Goods and services must be advertised so that customers may know that they exist and be informed about the choice available. Sales must be promoted to stimulate competition and encourage manufacturers to develop new products and new ideas and so contribute to the raising of the general standard of living.

'The most surprising thing about so important an industry is the lack of knowledge about how advertising works and particularly about its economic consequences. Advertisers will often admit that they are working very much in the dark from this point of view. Some people are making use of operational research or other sophisticated techniques, but these have not so far led to the advances in understanding which they have achieved in other fields of business activity. Many more plan their advertising appropriations and campaigns largely by hunch or by rule of thumb.

'In the absence of firm information, assertion and controversy flourish. Questions must naturally occur whether all advertising is economically justified; whether some of the heavy expenditure on promoting sales of similar brands of frequently purchased consumer goods may not represent an unnecessarily wasteful use of resources and an addition to costs outweighing the benefits that it is intended to produce; whether advertisers are sufficiently well equipped to be able to make informed judgments on these matters.'

'The Government are certainly not prepared to pronounce on such questions in the present state of knowledge', he said. 'It is doubtful whether anyone could, responsibly, attempt answers, otherwise than in relation to specific products and after thorough and detailed studies. Still less are the Government prepared to formulate general conclusions on such points in the absence of objective evidence. The answers to questions of this kind are, however, of importance to the economy; and any evidence that would throw more light on this difficult subject would be of great interest and value to both industry and Government.

'The project which we are instituting will be a completely objective, fact-finding study, conducted by an independent body or group of people. Its purpose will be to add to the present scanty store of public knowledge of the subject and to produce information of benefit to all. We hope that industry will recognise the potential value of the work and will co-operate with those who undertake it.'

*At the Marconi factory at Chelmsford, near London, Mr. Sunthorn Hongladarom (second from left), Thailand's Minister for Economic Affairs, operates a colour television camera by means of a remote control unit and observes the resulting picture on a monitor screen. With the Minister are Mr. P. Martinez (left) of Marconi; Mr. D. G. Smee (third from left) of Marconi; Mr. Chai Nidhiprapha (fourth from left), deputy director of Thailand's Department of Foreign Trade, and Mr. Bajr Israsena, Principal Private Secretary to the Minister.*

## *Mr. Michael Stewart speaks to Institute of Marketing*

SPEAKING at the Institute of Marketing luncheon in London on June 28, Mr. Michael Stewart, First Secretary of State, said: 'In our present circumstances I would be inclined to say that effective marketing is equally as important as raising productivity on the shop floor. Because, after all, if a company gets its marketing policy wrong, many of its investment decisions will have been taken for the wrong reasons. And if both marketing and investment decisions are wrong, efforts to raise shop floor productivity are likely to prove ineffective.'

Great trading opportunities were opening up for British industry, said Mr. Stewart. All industrial tariff barriers in the EFTA countries had disappeared and here we had already a genuine free trade area of 100 million people. There had been major tariff reductions as a result of the Kennedy Round. 'And we are seeking as quickly as possible to join the Common Market which may provide us with a market of up to 300 million people.

'But to get the best results industry must be thoroughly market conscious. There can be no better motto than "the customer is always right". This means studying what the customer wants and working back to the production end to make sure we are providing what he wants in the most economical way. And along the way everything must interlock. We cannot separate the various functions of a business operation. Marketing, distribution and production are part of one economic process. What is the good of making the best articles in the world if the customer for whom they are designed does not know they exist, or if there is no efficient way of distributing them to him, or if when he gets them, he finds there is no proper after-sales service?'

HRH the Duke of Edinburgh also spoke at the luncheon.

## *CBI report on advertising*

A REPORT on the findings of an investigation into the attitude of industry as a whole to advertising was recently published by the Confederation of British Industry. The committee investigating the effects of advertising was headed by Mr. Robert Appleby, chairman and managing director of Black and Decker, and supported by heads of several large manufacturing companies.

Entitled *Advertising*, the report is available from CBI Print and Publications, 21 Tothill Street, London, S.W.1, price 6s., post free.

*Dr. D. Kirtisinghi, tea technologist at the Tea Research Institute, Ceylon, visited the works of Marshall's Tea Machinery Co. Ltd., at Gainsborough on June 27. Dr. Kirtisinghi has been impressed recently by the results of tests on Marshall tea machinery in Ceylon. He visited the United Kingdom after attending the International Standards Conference in Moscow as the Ceylonese delegate. Marshall's Tea Machinery Co. Ltd. export their entire production of tea machinery. The picture shows Dr. D. Kirtisinghi (centre) talking to Mr. Robert F. Carew, general manager of Marshall's Tea Machinery Co. Ltd. (right). On the left is Mr. Michael Pilling, who is Mr. Carew's assistant.*

## *Voluntary estate agents council*

IN REPLY TO a question in the House of Commons on June 29, Mr. Douglas Jay, President of the Board of Trade, said that he intends to nominate the following as independent members of the Council which the 10 principal societies of estate agents are proposing to set up:

Mr. I. V. Cassam, Mr. C. H. Charlesworth, Mr. A. L. Diamond, Mr. G. B. Esslemont, Mr. G. Picton, Mrs. P. Sheard.

**Notes:**

The 10 principal societies are proposing to set up a Council with a constitution and functions as close as possible to those of the statutory body provided for in the Private Members Bill introduced in the last Parliament.

The President of the Board of Trade has agreed to nominate seven independent members, and three estate agents who do not belong to the larger societies, and to nominate the chairman from among the members of the Council. The President announced on March 13 that he intended to appoint Sir Ronald German, KCB, CMG, a former Director-General of the GPO, as chairman.

The Council will lay down minimum standards of competence for estate agents who wish to register with the Council. It intends to draw up rules or a code of conduct for estate agents.

The effectiveness of the proposed Council will depend to a large extent on the support it receives from the members of the public. The Government have said that they will watch closely how the situation develops after the Council has been set up, and would support a Bill designed to deal with any problems remaining.

Mr. Ivor V. Cassam is Director of the Council of Social Service for Wales and Monmouthshire.

Mr. C. H. Charlesworth is a solicitor and clerk to the Justices at Otley, Tadcaster and Wetherby.

Mr. Aubrey L. Diamond is Professor in Law, Queen Mary College, University of London, a solicitor, chairman of the National Federation of Consumer Groups, a member of the Consumer Council, and a council member of the Consumers' Association.

Mr. G. B. Esslemont (CBE) is City Chamberlain of Glasgow.

Mr. Glyn Picton is Senior Lecturer in Industrial Economics at Birmingham University and President of the West Midland Rent Assessment Panel.

Mrs. Patience Sheard is a JP, a member of Sheffield City Council and chairman of its Health Committee.

## *Availability of UK schedule of Kennedy Round*

THE FINAL ACT concluding the Kennedy Round of GATT trade negotiations was signed at Geneva on June 30. The Act was signed by representatives of the United Kingdom, the United States, the European Economic Community and of 46 other countries. The Final Act indicates the intention of each participating country to take the steps necessary, subject to any constitutional procedures, to give effect to a number of legal instruments annexed to it; these are agreements setting out the obligations agreed in the negotiations to reduce certain tariffs in stages over a period of years (1968 to 1972), a supplementary agreement on chemicals and separate agreements on cereals and an anti-dumping code.

The President of the Board of Trade will present to Parliament a White Paper on the Kennedy Round negotiations which will include the texts of these agreements.

The principal results of the Kennedy Round are reductions in the tariffs on a large number of industrial products, in many cases up to 50 per cent and averaging well over 30 per cent. Tariff reductions on certain agricultural products have also been agreed.

The United States are bound by their legislation to implement their reductions in five equal annual stages, and these will run from January 1, 1968, to January 1, 1972, inclusive. The European Economic Community will make two-fifths of their reductions on July 1, 1968 (to coincide with the full entry into force of the Common External Tariff) and the remaining reductions in stages on January 1, 1970, 1971 and 1972. The United Kingdom, and probably the Scandinavian countries and Switzerland, will follow the same time-table as the EEC. By July 1, 1968, therefore, two-fifths of the agreed tariff reductions will have been brought into effect as far as intra-European trade is concerned.

The schedules of tariff changes will be published by the GATT in due course, but are unlikely to be available before the end of August or early September. From the week beginning July 3, however, the Board of Trade are prepared to answer inquiries about the concessions made by the United Kingdom and by the other participants to the negotiations. Copies of the United Kingdom schedule of concessions, in stencilled form, will be circulated to the other Government Departments concerned, to the Regional Offices of the Board of Trade (which will make them available for inspection by interested firms and other bodies) and to the Confederation of British Industry and a number of other Trade Associations and Chambers of Commerce. Only very few copies will be available of the tariff schedules of other participants, and it will, therefore, not be possible to circulate these. Inquiries about particular articles should be addressed either to the Export Services Branch (Tel. 01-248 5757) or to the Tariff Division of the Board of Trade (Tel. 01-222 7877, Extn. 2491, 2494 or 2495).

Reductions in tariffs by the European Economic Community will benefit some 85 per cent of our dutiable exports to the Community. According to a preliminary estimate by the European Economic Commission, the Common External Tariff will eventually be reduced by 35 per cent on average on all imports from third countries.

Reductions in tariffs by the United States will benefit some 90 per cent of our dutiable exports. The average reduction will be about 40 per cent.

Reductions in tariffs by Japan will benefit some 70 per cent of our dutiable exports. The average reduction will be about 35 per cent.

In return, the United Kingdom will be reducing tariffs, on average, on industrial goods by some 37 per cent on imports from the EEC, 40 per cent on imports from the United States and 34 per cent on imports from Japan.

Full reductions in the duties on chemicals by the United Kingdom and the EEC will depend on the abolition of the American Selling Price system of valuation which raises tariffs on benzenoid chemicals imported into the United States to levels which are often prohibitive.

**EFTA INFORMATION CENTRE**

*The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA* Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).*

## *Cotton textile delegation at Board of Trade*

A DEPUTATION consisting of Mr. Frank Allaun, MP, chairman; Mr. C. Mapp, MP, secretary; along with Mr. J. T. Price, MP, and Mr. E. Thornton, MP, saw Mr. Douglas Jay, President of the Board of Trade, on June 28, and had a discussion with him lasting about an hour and a half. The deputation impressed upon the Minister their major concern about the volume of imports coming into the country and that even the level of more recent imports still gave rise for anxiety within the industry.

The deputation pressed very strongly for an independent inquiry into the problems of the man-made and cotton textile industry with a view to a plan being available for the 1970s.

The President drew attention to the studies which were currently being conducted by the Textile Council into the ways in which the efficiency and productivity in the industry could be achieved to enable a viable industry to be established. He drew attention to the element of duplication that might arise if the proposal to undertake an independent inquiry was running at the same time. Nevertheless, he undertook to give the matter further consideration.

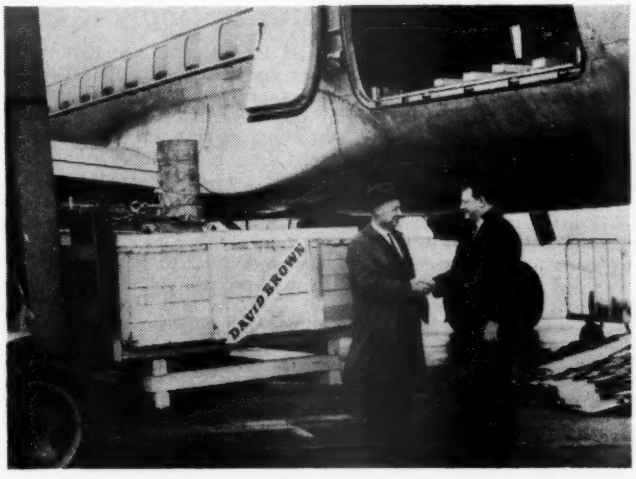
## *The EFTA (Origin of Goods) (Amendment No. 2) Regulations 1967*

THE EFTA (Origin of Goods) (Amendment No. 2) Regulations published on June 28 (SI 1967 No. 932) amend Schedule 1 of the Regulations by introducing a product heading and qualifying process for potato crisps (ex BN heading 20.02) and amend Schedule 2 to include flock chenille yarn in the first of the product headings against 58.07.

The effect of these amendments, which take account of EFTA Council Decisions is that (a) potato crisps may now qualify for EFTA tariff treatment when made in the area from non-EFTA potatoes as an alternative to qualifying under the percentage rule and (b) that flock chenille yarn, a new product classifiable in BN heading 58.07, may qualify for EFTA tariff treatment when made in the area in accordance with the qualifying process applicable to that heading.

Copies of the Order SI 1967 No. 932 can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 3d. or 6d. by post).

### ROUND THE CLOCK WORKING FOR NORWEGIAN CUSTOMER

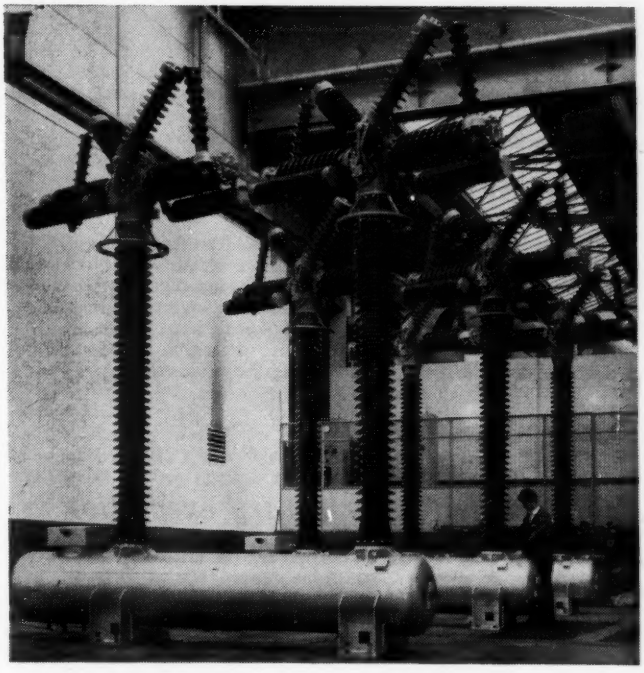



*Loading a 70-inch gearwheel aboard a charter-flight for Norway after it had been specially made in a week by David Brown Gear Industries Ltd., Huddersfield. Mr. Sjo (left), works engineer with the state-owned Norak Jernverk steelworks, Bergen, thanks Mr. Roy Dixon, assistant production manager at David Brown's, for the special round-the-clock efforts to produce the new gearwheel and shaft so averting a 20-week shutdown at the Norwegian plant.*

## *Damaged property in the Middle East*

BRITISH NATIONALS whose property has been lost, damaged or abandoned in countries affected by the recent Middle East crisis, are invited to submit details to HMG on special forms which can be obtained on application from Claims Department, Foreign Office, First Avenue House, High Holborn, London, W.C.1.

### CIRCUIT-BREAKERS FOR NIGERIA



*A 330,000-volt 10,000 MVA 3-phase fully pressurized air-blast circuit-breaker for the Niger Dams Authority's Kainji development is prepared for test at the English Electric Company's Stafford Works. Eighteen of the company's frame 's' breakers – specially developed for export markets – will be in service in 1968 in the Kainji scheme for which English Electric is also supplying four 110,000 h.p. water turbines.*

### NATIONAL RESEARCH DEVELOPMENT CORPORATION

*The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.*

*NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.*

*NRDC is participating in joint ventures with industry on an increasing scale By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.*

*The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.*

## Exchange control—travel

THE TREASURY announce that travel agents have been told to plan on the assumption that the basic travel allowance will again be £50 next year.

The Chancellor of the Exchequer said on June 29 in the course of a written reply to a question in Parliament:

'Travel agents and others should plan on the assumption that the basic allowance of foreign currency for holiday travel in the year November 1967 to October 1968 will again be £50. I shall naturally keep the possibility of relaxation under review, but this will depend on the development of the balance of payments situation.'

In general the pattern of arrangements will remain the same. Thus the cost of hotel and other travel services, except fares, paid in sterling in the United Kingdom, will count against the basic allowance under the system of Forms V.

The International Monetary Fund and the Organization for Economic Co-operation and Development have been informed of this announcement.

**Note:**

In an Adjournment Debate on Monday, June 14 (*Hansard*, Cols. 1085-1090) the Financial Secretary to the Treasury, Mr. Niall MacDermot, recalled that expenditure on foreign travel by United Kingdom residents in non-sterling countries had risen from £112 million in 1958 to £221 million in 1966. He went on to say that though statistics were not yet available, there was plenty of other evidence that the £50 limit is achieving a useful saving.

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption Representations should be received by July 21.

| Tariff heading | Proposed Definition for Tariff Purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.01 | 9, 10-Dihydroanthracene . | As in previous column . | December 31, 1967 | 13050 |
| 29.14 | 2-Chloropropionyl chloride | As in previous column . | December 31, 1967 | 13047 |
| 29.14 | Drostanolone propionate | As in previous column . | December 31, 1967 | 1305 |
| 29.35 | 2-Ethyl-3-hydroxy-4-pyrone | Ethyl maltol (2-Ethyl pyromeconic acid). | December 31, 1967 | 13041 |
| 29.44 | Spectinomycin dihydrochloride. | Spectinomycin dihydrochloride pentahydrate. | December 31, 1967 | 13052 |
| 15.07 | Palm oil, unrefined . . | Crude Palm oil . . | December 31, 1967 | 9768 |

**Note** *Withdrawal of applications:*
Interested parties will wish to know that applications for temporary exemption from import duty of Piperonaldehyde di-2-(2-butoxyethoxy) ethyl acetal (29.10) and Cupric acetoarsenite (29.45) published in the *Board of Trade Journal* of May 26, 1967 (page 1355) have been withdrawn.

## Customs and Excise information for importers

THE COMMISSIONERS of Customs and Excise have issued a new 10-page leaflet (Notice No. 461) for the general guidance of commercial importers who are familiar with Customs procedures. The information is not intended as a substitute for the expert individual services of an agent or experienced specialist staff. It is offered to managements and executives as a guide to the essentials of Customs clearance, setting out the basic requirements and how the system works in practice.

Importers are told how to set in train the Customs clearance of cargo and are given a description of the import forms most commonly used. Another section explains the standard procedure for clearance and refers to the alternative procedures which have been developed to provide for the special needs of particular types of traffic, e.g. perishables, urgent air freight, small value consignments by air, certain goods imported by short sea routes, and postal traffic. Sources of further information are indicated.

Notice No. 461 is obtainable from HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3, or from Customs and Excise Collector's Offices.

## Purchase tax: exempt drugs and medicines

THE TREASURY have made an Order under Section 2(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 1) Order, 1967, which came into operation on June 29. The Order consolidates the list of drugs and medicines which were free of purchase tax on April 30, 1967.

The consolidated list supersedes the existing list shown in the Purchase Tax (No. 1) Order, 1966, and it includes the items subsequently exempted by the Commissioners of Customs and Excise under Section 17 (3) of the Purchase Tax Act, 1963, that is, the items listed in directions made by the Commissioners up to and including their Purchase Tax (No. 2) Direction, 1967. The Order does not exempt any additional substance or cancel any existing exemption.

Copies of the Order are obtainable (price 1s. 9d., by post 2s.) from HMSO, 49 High Holborn, London, W.C.1, and branches or through any booksellers.

## Goods temporarily imported for technical examination or standards testing

THE COMMISSIONERS of Customs and Excise announce that under the powers conferred by the Customs and Excise Act, 1952, Section 40, they have made the Temporary Importation (Technical Examination and Standards Testing) Regulations, 1967, which permit goods owned abroad and supplied free of charge to be temporarily imported into the United Kingdom without payment of duty for technical examination or testing as to standards.

The Regulations come into operation on July 7 and give statutory cover to an existing concession. Copies of the Regulations may be obtained from HMSO.

Details of the Regulations and the procedure to be followed are explained in Notice No. 214, which may be obtained at any Custom House or office of a Collector of Customs and Excise or from Customs and Excise, Secretaries' Office, King's Beam House, Mark Lane, London, E.C.3.

**SUBSCRIPTION AND SALES**

***Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses:*** *49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.*

## *The Import Duties (Temporary Exemptions) (No. 5) Order, 1967*

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 5) Order 1967.

This Order provides that the goods listed in Schedule 1, chemicals, shall be temporarily exempt from import duty, and those listed in Schedule 2, including chemicals and certain other goods, shall continue to be temporarily exempt from import duty until December 30, 1967, or such other date as may be specified in the Order.

The Order came into operation on July 6, 1967, and has been published as Statutory Instruments 1967 No. 979.

Copies of the Order are obtainable direct from Her Majesty's Stationery Office.

## *The Import Duties (General) (No. 5) Order, 1967*

THE TREASURY has made the Import Duties (General) (No. 5) Order 1967.

This Order:

(1) amends heading 58.07 of the Customs Tariff in conformity with a corrigendum to the English text of the Brussels Nomenclature approved by the Customs Co-operation Council to make it clear that flock chenille yarn is covered by heading 58.07;

(2) introduces a subheading for certain telemetering instruments and apparatus under heading 80.28 of the Customs Tariff. Following a Classification Opinion of the Customs Co-operation Council these goods, which were formerly classified under Chapter 85 of the tariff at rates of duty of 16 per cent or 17½ per cent *ad valorem*, are now classifiable under heading 90.28. But for this Order, the reclassification would have raised the rate of duty to 25 per cent *ad valorem* for all the goods concerned.

The Order came into operation on July 6, 1967, and has been published as Statutory Instruments 1967 No. 953.

Copies of the Order are obtainable direct from HMSO, 49 High Holborn, London, W.C.1.

## *The Import Duty Drawbacks (No. 6) Order, 1967*

THE TREASURY has made the Import Duty Drawbacks (No. 6) Order 1967.

This Order:

(a) provides that there shall continue to be no drawback of import duty in respect of telemetering instruments and apparatus, nothwithstanding the re-classification of those goods in a tariff heading (90.28) which would otherwise render them eligible for drawback;

(b) revokes the existing fixed rate of drawback of import duty in respect of bromvaletone manufactured from imported *iso* valeric acid and provides for drawback to be related to the duty paid on the acid actually used in the manufacture of the exported goods; and

(c) revises the rates of drawback of import duty in respect of:
(i) hats, etc., manufactured from imported hatters' fur, and
(ii) photographic film, etc., manufactured from imported film base.

The Order came into operation on July 6, 1967, and has been published as Statutory Instruments 1967 No. 952.

Copies are obtainable direct from HMSO, 49 High Holborn, London, W.C.1.

*Senior agricultural officials from four developing Commonwealth countries arrived in London on June 25 as a mission sponsored by the Royal Commonwealth Society and the Agricultural Engineering Association, with assistance from the British National Export Council. The mission's programme included a study day at the RCS – with sessions on irrigation, rangeland grazing and livestock – two visits to the Royal Show and a visit to the National Institute of Agricultural Engineering at Silsoe, Beds. There were also visits, arranged by the AEA, to manufacturers of agricultural equipment. In this picture, Mr. H. R. Kirk, sales manager of Weeks & Co. (Engineers) Ltd., greets Mr. P. F. Kunya, Dr. M. H. Khan and Mr. D. M. Ratnatunga, members of the mission, and Mr. C. H. Noble of the BNEC, on arrival in Hull.*

## *Leicester Chamber's African mission*

LEICESTER and County Chamber of Commerce sent their first mission to East and Central Africa on July 2, with assistance from the British National Export Council.

This three-week mission has seven members, and will prepare the way for further and larger Leicester missions to Africa in future as well as do business in its own right. Firms represented include manufacturers of woodworking machinery and machine tools, ladies' outerwear, men's half-hose and knitted outerwear, knitting machines, material handling equipment and weaving machinery.

## *Scottish trade mission to Czechoslovakia*

THE FIRST Scottish trade mission to Czechoslovakia arrived in Prague on July 2. There are 10 members on the mission representing a wide selection of Scottish industries, ranging from the traditional knitwear to sophisticated electronic equipment. The mission is led by Matthew J. G. Wylie, a member of the Scottish Export Committee, a voluntary committee devoted to the promotion of Scottish exports. The primary aim will be to increase trade between Czechoslovakia and Scotland, and the Scots will be meeting leading representatives of the major trading corporations. At present Czechoslovakia buys £18 million of British goods every year. The mission look forward to developing this business and regard Czechoslovakia as one of Britain's more important trading partners in Eastern Europe.

## 'SHOP WINDOWS FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

*A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.*

*Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).*

*A Trade Mission sponsored by the Dundee Chamber of Commerce recently visited Sweden and other Scandinavian countries. Shown in the photograph above are Mr. A. S. Kyle, Leader of the Mission (in the centre) and Mr. Charles W. Simms, Secretary of the Dundee Chamber of Commerce (to the right). Also in the picture, among other members of the Mission, are Mr. Alex Abel Smith, Vice-Chairman of the Export Council for Europe, who was visiting Stockholm at the same time; Mr. K. E. Mackenzie, Commercial Counsellor, and Mr. W. K. K. White, First Secretary (Commercial) at the British Embassy, Stockholm.*

## Farming mission from Portugal

ELEVEN AGRICULTURAL experts from Portugal arrived in London on July 2 for a week's study of British livestock and equipment, as a trade mission sponsored by the British Agricultural Export Council with assistance from the British National Export Council.

The mission will spend two days, July 4-5, at the Royal Show, Stoneleigh, where they will meet representatives of the Hereford Society, British Friesian Society, National Pig Breeders' Association and British Landrace, and the Agricultural Engineering Association.

## Business study group from Lyons

FIFTEEN MEMBERS of the Centre Inter-entreprises de Formation et d'Etudes Supérieures Industrielles, consisting of executives from Lyons and other French towns, will visit British firms within a single industrial complex with a view to studying organization and management from July 9 to 16.

The group are interested in the management of large concerns, preferably in engineering, textiles, aeronautics, chemicals and motor car manufacture. They will also visit building sites such as the construction of roads, bridges and tunnels and of a large store.

## More trade missions to be organized by VASCA

FOLLOWING the successful inward trade mission from West Germany in 1966, the Electronic Valve and Semiconductor Manufacturers' Association (VASCA) is planning both an inward and an outward trade mission in conjunction with the British National Export Council.

The outward mission is to the United States and is planned to arrive in New York on August 20; the members of the mission are expected to pay a visit to the Western Electronics Show and Convention being held in San Francisco from August 22 to 25. The party is due to return to London by Semptember 2.

The inward mission is from Sweden; a party of some 11 representatives of official organizations and commercial companies has been invited to take part in an 11-day tour to various valve and semiconductor manufacturers in different parts of the country. The duration of the visit is from September 17 to 28.

*The advantages of South Wales as a centre for industry have been increased from June 30 when Mrs. Barbara Castle, Minister of Transport, opened Cardiff's new Freightliner Depot. Built at a cost of £250,000, the Cardiff Depot links South Wales with the national Freightliner grid which will eventually cover all main centres of industry and population. The first Freightliner train service started on June 19 serving Liverpool and Manchester.*

## New buildings of road research laboratory

OPENING THE NEW buildings of the Road Research Laboratory at Crowthorne on June 27, Mrs. Barbara Castle, Minister of Transport, highlighted the economic savings to the country derived from the laboratory's work: for example, new techniques of road surface dressing researched by the laboratory save £4 million a year on the roads programme. She also looked forward to the laboratory's role in the Government's expanded programme for transport research and development.

She said: 'As an aid to Government the laboratory is becoming more and more important. We live in an increasingly mobile motorized country. There are always new problems and new areas of research for the laboratory to explore. I simply cannot conceive of how any Minister of Transport today could possibly make policy for our roads programme, for road safety and vehicle safety without the continual aid and advice of the laboratory.'

## New chairman for the British Insurance Association

MR. P. CAHILL, the general manager of Legal and General Assurance Society, was elected chairman of the British Insurance Association on June 29. Mr. Cahill succeeds Mr. F. E. P. Sandilands, the chief general manager of the Commercial Union, who has been chairman for the past two years.

An article on 'How insurance can help the exporter' was written in the series *Commercial Services for Exporters*, by Mr. R. T. D. Wilmot, Secretary-General of the British Insurance Association, and published in the *Board of Trade Journal* of May 27, 1966.

## Trade mission to Australia

IF SUFFICIENT support is forthcoming the City of Westminster Chamber of Commerce proposes to sponsor a trade mission to Australia in the spring of 1968, probably in May.

Advice has been received from the British High Commission in Canberra that a stay of three to four weeks is desirable, and it is hoped that members of the mission will visit all Australian States which offer quite separate markets marked off by vast distances. It is anticipated that the mission will spend about one week each in Sydney and Melbourne, and that the rest of the time will be divided between other State capitals, particularly Perth, Adelaide and Brisbane. For convenience the visit will probably start in Perth and finish in Sydney or Brisbane.

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# *The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act 1959)*

**Additions and amendments to the Register**

A LIST OF ADDITIONS and amendments made to the alphabetical index to the register between April 1 and June 30, 1967, is given below; the amendments are shown in italics.

**'D' and 'F' Agreements**

Also given, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1967, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 15) on January 6, 1967.

**Agreements referred to the Restrictive Practices Court**

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 15) of January 6, 1967. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

**Inspection of the Register**

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2: 9 Hope Street, Edinburgh, 2: 21 Linenhall Street, Belfast, 2.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

**Additions and amendments to the Register**

| Registered No. of Agreement | Commodity |
|---|---|
| | **B** |
| 3047 | Bacon pigs, E.4/67. |
| 3029 | Beer, Scotland, *add F.6/67.* |
| 2901 | Beers, Brighton, F.6/67. |
| 3039 | Beer, spirits, East Fife, *add F.4/67.* |
| 1275 | Books, *add C.1/66.* |
| 3061 | Bread products, N.W. England, D.7/65. |
| 228 | Bridgework (iron and steel), *add D.11/66.* |
| 90 | Building materials, Congleton, *add F.4/67.* |
| 1236 | Building materials, Coventry and district, *add F.5/66.* |
| 2251 | Building materials, Doncaster and district, *add F.4/67.* |
| 2794 | Building materials, Ebbw Vale and district, *add D.12/66.* |
| 298 | Building materials, Glasgow and West Scotland, *add F.3/67.* |
| 2310 | Building materials, Grimsby, Cleethorpes and district, *add F.3/67.* |
| 361 | Building materials, Heywood and district, *add D.5/67.* |
| 2439 | Building materials, Hinckley and district, *add F.8/66.* |
| 428 | Building materials, Leicester and district, *add F.5/67.* |
| 2717 | Building materials, Long Eaton and district, *add F.8/66.* |
| 2786 | Building materials, Rossendale, *add F.4/67.* |
| 2744 | Building materials, Whitby and district, *add F.5/67.* |
| 1529 | Building materials, Wolverhampton, *add F.4/67.* |
| 1148 | Built-up bituminous felt, roofing materials, delete F.8/63. |
| | **C** |
| 3078 | Canned whippable emulsions. |
| 1218 | Cardboard hat boxes, Luton and Dunstable, *add D.3/66.* |
| 3073 | Cigarettes, tobacco, N.W. England, D.4/67. |
| 84 | Civil engineering construction, F.11/63, *add C.1/67.* |
| 728 | Condensing plant, feed heating plant, steam turbine generating plant, *add D.1/67.* |
| 2732 | Copper alloy ingots, *add F.3/62.* |
| 2578 | Cranes, *add C.4/67.* |
| | **D** |
| 1416 | Dry docks, *add D.5/67.* |
| | **E** |
| 1718 | Electric light fittings, *add E.12/57.* |
| | **F** |
| 3036 | Fertilizers, Berkshire, *add D.3/67.* |
| 3025 | Fish. |
| 3071 | Fishmeal. |
| 3065 | Fruit, vegetables, *add F.5/67.* |
| 3066 | Fruit, vegetables, South Wales. |
| 81 | Furniture, furnishings and bedding, delete F.4/61. |
| | **H** |
| 2260 | Hides, skins, tallow, Edinburgh, *add F.10/61.* |
| | **I** |
| 3070 | Ice cream, milk. |
| 2859 | Insulated electric cables, England and Wales, *add E.3/67.* |
| 492 | Iron shoe nails and sundries, *add D.6/66.* |
| | **L** |
| 3075 | Lead sheet and pipe, D. 6/65. |
| 2974 | Leather and hides, *add F.4/67.* |
| | **M** |
| 3067 | Meat (fresh), Thurso area of Scotland, *add 5/67.* |
| 3000 | Mobile hydraulic hammers, tools and accessories, Bucks, Berks, Oxon, Hants, *add D.4/66.* |
| 2994 | Mobile hydraulic hammers, tools and accessories, Lancs, Chesh, Yorks, N. Wales, *add D.1/67.* |
| 2995 | Mobile hydraulic hammers, tools and accessories, Midlands, *add D.9/66.* |
| 2998 | Mobile hydraulic hammers, tools and accessories, N. England, *add D.7/66.* |
| 3040 | Mobile hydraulic hammers, tools and accessories, Oxon, Bucks, Berks, Hants, *add D.12/66.* |
| 2999 | Mobile hydraulic hammers, tools and accessories, Scotland, *add D.9/66.* |
| | **N** |
| 2678 | Naphthalene, D.8/66. |
| 2679 | Naphthalene, D.9/66. |
| 2826 | Naphthalene, D.7/66. |
| | **P** |
| 85 | Plumbing materials, plumbing fixtures and fittings, Edinburgh, Leith and district, *add F.3/67.* |
| 3055 | Pharmaceutical products, N. Ireland, *add F.5/67.* |
| 2518 | Potatoes, *add F.4/67.* |
| | **R** |
| 1125 | Railway tyres and axles, F.4/65, *add C.4/67.* |
| 3074 | Roadstone slag. |
| | **S** |
| 3068 | Seed potatoes. |
| 3079 | Ships stores. |
| 3080 | Ships stores, Lancs, Chesh, Cumb, Flint. |
| 2869 | Spirits, Halifax and district. |
| 2981 | Steel fabric for concrete reinforcement, *add D.12/63.* |
| 210 | Structural steelwork, C.2/59, *add D.1/67.* |
| | **T** |
| 376 | Terrazzo, mosaic materials, *add F.4/67.* |
| 1963 | Textile machinery parts, *add F.11/62.* |

(*Continued on page* 15)

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|---|---|---|---|---|
| 85 | Plumbing materials, plumbing fixtures and fittings. | Edinburgh, Leith and District. | F | Mar. 1967 |
| 90 | Building materials | Congleton | F | April 1967 |
| 210 | Structural steelwork | — | D | Jan. 1967 |
| 228 | Bridgework (iron and steel) | — | D | Nov. 1966 |
| 298 | Building materials. | Glasgow and West Scotland. | F | Mar. 1967 |
| 361 | Building materials. | Heywood and district | D | May 1967 |
| 376 | Terrazzo mosaic materials | — | F | April 1967 |
| 428 | Building materials. | Leicester and district | F | May 1967 |
| 492 | Iron shoe nails and sundries | — | D | June 1966 |
| 728 | Condensing plant, feed heating plant, steam turbine generating plant. | — | D | Jan. 1967 |
| 1218 | Cardboard hat boxes | Luton and Dunstable | D | Mar. 1966 |
| 1236 | Building materials. | Coventry and district | F | May 1966 |
| 1416 | Dry docks | — | D | May 1967 |
| 1529 | Building materials. | Wolverhampton | F | April 1967 |
| 1963 | Textile machinery parts | — | F | Nov. 1962 |
| 2251 | Building materials. | Doncaster and district | F | April 1967 |
| 2260 | Hides, skins, tallow | Edinburgh | F | Oct. 1961 |
| 2310 | Building materials. | Grimsby, Cleethorpes and district. | F | Mar. 1967 |
| 2439 | Building materials. | Hinckley and district | F | Aug. 1966 |
| 2518 | Potatoes | — | F | April 1967 |
| 2678 | Naphthalene | — | D | Aug. 1966 |
| 2679 | Naphthalene | — | D | Sept. 1966 |
| 2717 | Building materials. | Long Eaton and district | F | Aug. 1966 |
| 2732 | Copper alloy ingots | — | F | Mar. 1962 |
| 2744 | Building materials. | Whitby and district | F | May 1967 |
| 2786 | Building materials. | Rossendale | F | April 1967 |
| 2794 | Building materials | Ebbw Vale and district | D | Dec. 1966 |
| 2826 | Naphthalene | — | D | July 1966 |
| 2901 | Beers | Brighton | F | June 1967 |
| 2974 | Leather and hides | — | F | April 1967 |
| 2981 | Steel fabric for concrete reinforcement. | — | D | Dec. 1963 |
| 2994 | Mobile hydraulic hammers, tools and accessories. | Lancs., Ches., Yorks. and N. Wales. | D | Jan. 1967 |
| 2995 | Mobile hydraulic hammers, tools and accessories. | Midlands | D | Sept. 1966 |
| 2998 | Mobile hydraulic hammers, tools and accessories. | N. England | D | July 1966 |
| 2999 | Mobile hydraulic hammers, tools and accessories. | Scotland | D | Sept. 1966 |
| 3000 | Mobile hydraulic hammers, tools and accessories. | Bucks., Berks., Oxon., Hants. | D | April 1966 |
| 3029 | Beer | Scotland | F | June 1967 |
| 3036 | Fertilizers | Berkshire | D | Mar. 1967 |
| 3039 | Beer, spirits | East Fife | F | April 1967 |
| 3040 | Mobile hydraulic hammers, tools and accessories. | Oxon., Bucks., Berks., Hants. | D | Dec. 1966 |
| 3055 | Pharmaceutical products | N. Ireland | F | May 1967 |
| 3061 | Bread products | N.W. England | D | July 1965 |
| 3065 | Fruit, vegetables | — | F | May 1967 |
| 3067 | Meat (fresh) | Thurso Area of Scotland | D | May 1967 |
| 3073 | Cigarettes, tobacco | N.W. England | D | April 1967 |
| 3075 | Lead sheet and pipe | — | D | June 1965 |

**Agreements referred to the Restrictive Practices Courts**

| Registered No. of Agreement | Commodity |
|---|---|
| 1839 | Black bolts and nuts |
| 1453 | Black bolts, nuts, set screws, coach screws |
| 3065 | Fruit, vegetables |
| 3066 | Fruit, vegetables |
| 3067* | Meat |

An asterisk placed against the number of an agreement, indicates that proceedings have been initiated in Scotland.

## EXPORT INQUIRIES

*Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4* (*Tel.* 01-248 5757).

*It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 72 of this week's* Journal.


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# Aviation and Shipping

**Matters concerning aviation and shipping are also dealt with in Parliamentary Answers (see page 18).**

## *Evaluation of aircraft navigational accuracy in the North Atlantic region*

THE UNITED KINGDOM National Air Traffic Control Services, in co-operation with other States and interested international organizations, is commencing an evaluation of turbo-jet aircraft navigation accuracy in the North Atlantic region on July 1, 1967. It will last for about nine months.

**Purpose**

The purpose is to obtain the necessary data concerning the extent to which aircraft maintain the tracks to which they have been assigned by Air Traffic Control. The data will permit an assessment of the distances required between aircraft to ensure their safe separation. This exercise is primarily concerned with the determination of the lateral separation standard, which governs the separation distance needed between parallel tracks across the ocean. However, data will also be gathered which will assist a review of the longitudinal separation standard which governs the time interval at which aircraft can be assigned to the same track in the same direction. Separately from this exercise studies are also proceeding into the vertical separation of aircraft.

Taken together, these separation standards largely govern the traffic capacity of the North Atlantic routes. With the anticipated increase in traffic in the region over the next few years, some reduction in separation standards will be necessary if the economic penalties from delays and detours are to be held within bounds.

The overall objective is therefore to determine the extent to which the various separation standards can be reduced, at the same time ensuring that the safety standards are maintained at a high level.

**Background**

At a special North Atlantic meeting of the International Civil Aviation Organization in 1965, a reduction in the lateral separation standard from 120 NM to 90 NM was agreed, but after a short period of operation in 1966 it was abandoned due to objections by the pilots' organizations. At the 1965 meeting it was proposed to set up a working group, the North Atlantic Systems Planning Group, which would consider this and other problems relating to the orderly evolution of the North Atlantic air traffic system. Since then the group has held three meetings and at the last two, in November 1966 and April 1967, developed plans for the present evaluation. The group consists of representatives of Ireland, Canada, France, the Netherlands, the United States and the United Kingdom. The group invited, and has received the full collaboration of the International Air Transport Association, the International Airline Navigators Council and the International Federation of Airline Pilots Association in mounting this evaluation.

Apart from making detailed arrangements for the present data collection exercise, a method of treatment of the resulting data has been developed to assist in determining the lateral separation standard. Similar work on the other separation standards is well advanced. The pioneering in this field has been done by the Traffic Studies Division of the Mathematics Department at the Royal Aircraft Establishment at Farnborough, and they have made a major contribution to the work of the group.

**Data collection – radar**

The data to be collected are of two kinds. Firstly, the appropriate North Atlantic air traffic control centres will record information about the cleared track for each turbo-jet flight. Secondly, data will be obtained on navigational accuracy by the use of suitably deployed secondary surveillance radar, and by the analysis of aircraft navigation logs for short periods from time to time. The two types of data will be collected and processed by RAE, the data and results being made available to interested parties.

The radar deployment is of particular interest. The main weight of traffic on the eastern side of the ocean flows over Ireland, and for the purpose of this evaluation the United Kingdom has made available a secondary surveillance radar which has been installed at Kilkee, on the coast 30 miles west of Shannon airport. The land and site works were provided by the Irish authorities, whose close co-operation, coupled with the active support of the electronics industry, has contributed largely to this station being on the air within three months of work commencing on site. This station will be operated initially by a team from our Air Traffic Control Evaluation Unit at Hurn working in close liaison with the Shannon Air Traffic Control Centre. They will record the positions of individual aircraft near the boundary of the Oceanic Control Area, the identity of the aircraft being recognized by the SSR code which it is showing, this having been allocated by the appropriate air traffic control centre. Subsequently, similar data will be recorded automatically at Kilkee by equipment being provided by the United States. This technique is also being employed at the other land-based radar involved in this evaluation at Gander. In addition, the United States is deploying coastguard vessels in mid-Atlantic from time to time equipped with SSR and automatic data recorders.

The automatically recorded data at all these stations will be processed in the United States and thereafter forwarded to RAE Farnborough for collation with the ATC data.

**Data collection – navigation logs**

As an integral part of the exercise the aircraft flight logs of all aircraft passing through the region on six specified periods, each of a few days, will be analysed by national post-flight analysis teams. The information will be passed to RAE Farnborough for processing and the results combined and compared with the radar derived data.

**General**

The need to commence this evaluation in time to catch the peak summer North Atlantic traffic has led to a very tight time schedule for providing a temporary radar installation at Kilkee. Cossor Electronics Ltd. and Elliott Automation Ltd. have provided a CE70 secondary radar system comprising a model 5 GM Secondary Surveillance Radar, with two Plan Position Indicator displays and a multi-channel digital decoder. This system has been supplied, installed and put into operation in less than six months.

This complex evaluation could not have been mounted without the closest co-operation between States, the airlines and the pilots. This is the first time such an exercise has had a comprehensive scientific basis for interpreting the data, and which will employ automatic recording techniques and many complex computer programmes for reducing and analysing the data, checking its integrity, and finally presenting the results for international consideration.

## *Air Transport Licensing Board—reappointments*

THE BOARD OF TRADE have reappointed Sir Roy Allen, CBE, as a member of the Air Transport Licensing Board to serve for a further term from October 1, 1967, to September 30, 1968. Mr. J. H. Lawrie has also been reappointed for a further term from November 1, 1967, to September 30, 1968.

## *Computer control of imports at Heathrow London Airport*

PROPOSALS ARE BEING ANNOUNCED to transform the documentation and control of imports at Heathrow London Airport in 1970 by the use of the most modern real-time computer techniques. The estimated capital cost of the scheme is about £2 million.

The scheme has been drawn up by a joint study group in which there has been active and enthusiastic co-operation between the major airlines of the world and the British Customs and Excise Department.

It offers a prospect that Britain will be the first country in the world to control and account for the importation of cargo on a real-time computer.

The new system is designed to improve the standards of service provided to the public and to reduce costs. As a result, the clearance of cargo could be accelerated and the airlines could be enabled to make much better use of their cargo terminals. The facilities should also enable shipping and forwarding agents to improve substantially the services they provide.

The proposals are being made public now so that the views of forwarding agents and other interested parties can be taken into account before final decisions are taken by HM Government and by the airlines.

The joint study group confidently expects that the benefits of the system will develop Heathrow London Airport as the world's premier international cargo centre. The system is likely to prove of great interest internationally and could eventually extend throughout the world.

Although designed initially to cope with the ever-increasing traffic at Heathrow London Airport, the system is technically capable of being extended to other airports and ports in the United Kingdom.

**The proposed system**

The scheme provides for the airlines and forwarding agents at Heathrow London Airport to be equipped with keyboards to feed information into a real-time computer, functioning round the clock. Associated television screens (cathode ray tube equipment) would provide a visual display of information as it was keyed in.

Many of the wide variety of Customs entry forms at present in use would no longer be required. They would be superseded by simple coding forms on which only basic information would be inserted and manual calculations would no longer be necessary.

Fed with this information by means of CRT keyboards, the computer would carry out many of the essential checks required by Customs, and calculate the import charges. The terms of clearance would instantaneously appear on the CRT screen.

The computer would provide revenue and statistical data with greater speed and accuracy and would automatically prepare accounts for payment.

The computer complex could be linked to airlines' telecommunication and computer networks. This would avoid the necessity of preparing lengthy documentation before the departure of the aircraft from abroad, whilst permitting airline stations abroad to transmit the information to Heathrow London Airport before the arrival of the aircraft in this country.

As a result of these links also, Customs, airlines and agents could receive instantaneous information regarding the position of any consignment expected at Heathrow London Airport at any stage up to delivery from the cargo terminal.

The proposal envisages that the costs should be shared between the participants in proportion to the use made of the system.

Further details may be obtained from: The Press and Information Office, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3 (Tel. Mansion House 1515), or the Chairman, Airlines' EDP Cargo Working Group, c/o Air France, Berkeley Square House, Berkeley Square, London, W.1 (Tel. Grosvenor 9030).

## *Formation of NPL Hovercraft Committee*

THE MINISTRY OF TECHNOLOGY has announced that an NPL Hovercraft Committee is to be formed to advise the NPL Steering Committee on the research needed to support the development of all forms of hovercraft and other applications of the air-cushion principle, including hovertrains. The committee will also advise on the programme of work at the National Physical Laboratory and the resources needed to implement it.

The first chairman of the NPL Hovercraft Committee will be Mr. M. A. L. Banks, who has just retired as deputy chairman of the British Petroleum Company Limited and who is chairman of the Departmental Committee recently announced by the President of the Board of Trade to review the patent system and patent law. Mr. Banks is also chairman of the Ministry of Technology's Advisory Council on Calibration and Measurement, which advises on the establishment and operation of the British Calibration Service.

## *Research into aircraft noise*

OPENING THE Ansty Noise Test Facility on June 27, Mr. John Stonehouse, Minister of State, Ministry of Technology, said: 'We used to think that the price of technology was noise. We are now using technology and this Noise Test Facility to attack noise itself.'

He added that the Government had been vitally concerned about the noise nuisance caused by jet aircraft at major airports. By imposing flight paths and strict monitoring checks on all airlines and by restricting the number of jet flights by night at Heathrow the nuisance had been reduced. But these controls were not enough. Air travel was expanding rapidly. The numbers of passengers carried had trebled in the last 10 years and would double during the next five years. Freight traffic would double between this year and 1971.

Mr. Stonehouse said that the Government had helped to initiate international action towards the use of noise standards in the certification of aircraft. When that happened noisy aircraft might be banned from many of the world's airports. It was clearly vital for our own aero-engine industry, which powered so many of the world's aircraft, that we should be in the forefront of new noise-limiting designs.

'This is why the new Ansty Noise Test Facility is of such importance. The work that will be done in it will be directed mainly at reducing compressor noise and the Facility will provide the controlled and stable environment for research into turbo machinery noise. It will be possible, for example, to investigate the distribution of noise and total sound power from compressors connected to simple intakes, aircraft intakes either normal or silenced, and also compressors discharging through a normal or silenced nozzle. Provision is also made for a detailed study of the fundamentals of turbo machinery noise generation, including the effects of blade aerodynamics loading and compressor geometry. The data obtained will be used to underwrite the design of future generations of quieter turbo machinery, as well as suggesting possible ways for improving the noise quality of existing machinery.

This Facility had cost approximately £200,000 to erect and equip threequarters paid by the Ministry of Technology and the balance by The British aero-engine industry. It represented a fine example of partnership and collaboration between Government and industry. It was planned to achieve between 200 and 400 testing hours a year at a proportionate cost of £100 per hour.

## *Shipbuilding Industry Act*

THE Shipbuilding Industry Board issued the following statement on June 28:

'With the passing of the Shipbuilding Industry Act into law today, the Shipbuilding Industry Board will have financial and other powers as recommended in the Geddes Report to enable it to assist the shipbuilding industry to become fully competitive internationally and to restore confidence in its future.

'In recent months the Board have been active in stimulating the formation of major shipbuilding groups. The proposed group on the Tyne should be followed by others on the Clyde, the Wear, and elsewhere. Financial aid will be available for these groupings and also for individual undertakings which are not grouped.

'Time is short, however, and a great deal has to be done. Financial aid is also only available for a limited time. The Board intend to press forward with the major reorganization which is urgently necessary. They will do so in close co-operation with the employers and employees, with the Shipbuilders' and Repairers' National Association, and with the Confederation of Shipbuilding and Engineering Unions.'

# Parliamentary Answers

**Below is a selection of Parliamentary answers of interest to trade and industry.**

TUESDAY, JUNE 27

### Tokyo Convention Bill

Lord Walston, Parliamentary Secretary Board of Trade, spoke in the debate on the second reading of the Tokyo Convention Bill in the House of Lords. (*Hansard*, cols. 113-123).

### Imports of Portuguese cotton

Mr. Douglas Jay, President of the Board of Trade, told a Member that in the five months January to May 1967 the total quantity of cotton fabrics imported from Portugal, including imports for process and re-export, was 182 per cent more than in January to May 1966 and 78 per cent more than in August to December 1966. Imports had fallen since the first quarter of 1967; the average for April -May was less than half the average for the first quarter of the year.

WEDNESDAY, JUNE 28

### Study by the Textile Council

A Member asked if the President would indicate the scope of the major study now being undertaken by the Textile Council; whether independent opinion would be included; and under which function of Schedule 2 of the Cotton Industry Development Council Order 1966 the study was being undertaken. The President replied: 'The study will examine all the factors which affect the productivity and competitive efficiency of the industry. These include medium and long term assessments of the nature and size of demand for the industry's products; the methods of production and marketing which will meet this demand most effectively; and the structure and organization of the industry and its likely requirements in terms of management, labour force and machinery. Domestic and foreign competition and the profitability of the industry will also be fully considered. Independents, including professional consultants, will participate in the study.

'The scope of the study falls within the terms of several of the functions listed in Schedule 2 to the Cotton Industry Development Council Order 1966 and, in particular, functions 1, 9, 15 and 16. It is appropriate that the Textile Council should carry out such work in view of the general responsibilities placed upon them by paragraph 1 (2) of Schedule 2 to the Order.'

### British air safety standards

The President was asked if he would make a further statement about the composition, terms of reference and form of proceedings of his department's inquiry into British air safety standards. He said: 'On June 5 I informed the House that a public inquiry would be held into the causes and circumstances of the accident to an aircraft which had ocurred at Stockport. Arrangements are being made for that inquiry. It will of course be some time before the technical investigation which is a necessary preliminary, can be completed. As I made plain on June 5, the report will be published.

'I told the House also that I had given instructions for a special review of the performance of all operators in relation to standards of safety. There has been continuing public concern – and some misunderstanding – about these matters, and it may be helpful if I explain more fully what is involved.

'Every operator in the country would, I am sure, accept that the safety of his operations are his primary and inescapable responsibility. The Air Navigation Order and regulations made under it lay specific duties upon the operator and prescribe certain standards and procedures which are based on international standards and procedures. The main responsibilities of the Board of Trade are to satisfy itself that an operator is competent to ensure safety; that the individual aircraft used are themselves safe; and that the crew is fully competent to fly the particular aircraft involved.

'The Air Navigation Order, 1966, charges the Director of Aviation Safety directly with the first of these tasks; it is his duty to grant air operator's certificates if he is satisfied as to the competence of the operator to secure the safe operation of specified types of aircraft. One of the matters on which he must be satisfied is that the operator has satisfactory arrangements for the maintenance of his aircraft, and on this he is advised by the Air Registration Board, in accordance with the Civil Aviation (Air Registration Board) Order 1960. The Air Registration Board, which is responsible, under the same Order, for the airworthiness of aircraft, satisfies itself as to contined airworthiness before annually renewing the certificate of each aircraft.

'Finally, the Board of Trade may issue licences, after tests have been passed, to pilots and other aircrew. Under Article 23 (2) of the Air Navigation Order 1966, however, the continued competence of the crew on the aircraft and equipment used is the responsibility of the operator.

'The Director of Aviation Safety has on his staff a body of Inspectors who not only check that the statutory requirements are met, but fly the routes with individual operators, to see how operations are conducted. They are also located at intervals at various airports to see that all regulations are complied with on incoming United Kingdom aircraft. (Two Inspectors were actually at Perpignan for this purpose on the evening of the accident).

'The causes of accidents vary widely. I wish to make it clear that I have no present grounds for supposing that airline operators in possession of a certificate are not competent to ensure safe operation, that aircraft certified as airworthy are not in fact so, or that licensed aircrews are not competent. Supervision of these matters is a constant process, and my officers are always seeking ways to improvement. But in present circumstances I considered it desirable to ask the statutory authorities to make an even more rigorous scrutiny themselves as to the way in which operators of United Kingdom registered aircraft do in practice meet the requirements.

'I believe that the right course at this stage is a thorough review of the operators' performance by the Director of Air Safety and the Air Registration Board, as the statutory authorities. Some independent advice will also be desirable, however, and I have decided, therefore, with the ready concurrence of those concerned, to ask two independent advisers, whose names I will announce shortly, to assist them in conducting the review and in drawing up their conclusions. When I have the conclusions, I will make them available to the House; and if then I see need for improving the effectiveness of any of the present arrangement, I will take the necessary action.'

### Training commercial airline pilots

Answering a question on the number of flying training instructors employed at each of the four schools running approved courses for the *ab initio* training of commercial airline pilots; and how many vacancies existed at each establishment, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that the College of Air Training at Hamble at present employed 44 flying instructors and had vacancies for two more; Airwork Services, Perth, employed 20 and a vacancy for one more; the Oxford Air Training School and the London School of Flying employed 26 and 10 flying instructors respectively and had no vacancies.

In reply to a further question, on the average delay a trained *ab initio* commercial airline pilot experienced before he took his flying examination; and the reason for the delays. Mr. J. P. W. Mallalieu said: 'Flight examiners of the Board of Trade attend the flying training schools at planned intervals when courses of students are ready for test. In the case of the first student to be tested there is no delay but the last of the group may have to wait up to 10 working days.'

### Stansted inquiry

Asked if he would tabulate in the Official Report the evidence submitted at the Government review following the inspector's report on the Stansted inquiry; and to what extent forms of transport other than road and rail were considered, the President replied: 'No, Sir. The Government's White Paper already indicates the information which the Government took into account in their review. Monorail and hovercraft were considered particularly in connection with the estuary sites'.

A further question on the Stansted inquiry concerned Castle Donington and Ferrybridge as serious possibilities for a third London airport; and consideration of national airport requirements as distinct from London requirements. The President answered that Castle Donington was 114 miles by road and Ferrybridge 177 miles by road from Central London. They were considered to be too distant to serve as London airports. Requirements for airports, other than airports to serve London, were under review, but in general airports outside the South East were at present under-utilized.

The President was asked what surveys he had carried out to determine the ultimate destination of air passenger traffic flying into this country and the point of origin of air passengers flying out of the country; and if he would publish information given in evidence at the Government review following the inspector's report on the Stansted inquiry concerned with origin and destination of journeys made by air, to substantiate the conclusion reached in Command Paper No. 3259, paragraphs 21 and 22. He replied: 'A survey of the origin and destinations within the United Kingdom of international passenger traffic at London's airports was made during a five week period in the summer of 1965. A copy of the report of the survey has been placed in the library of the House.'

### Investment grants

In reply to a question on the estimated additional cost in 1967-68 of the decision to bring forward the date of payment of the investment grant from 18 months to 12 months from the the date of purchase, the President said that this depended not only on the level of investment but also on the rate at which claims are made. The best estimate was about £60 million a quarter.

## THURSDAY, JUNE 29

### Scottish firms in liquidation

The following information was given by Mr. George Darling, Minister of State, Board of Trade, in answer to a Member who wanted to know how many firms in Scotland went into voluntary or compulsory liquidation in each of the years 1964, 1965 and 1966; and how many employees were involved each year.

| Year | Voluntary | | Compulsory |
|---|---|---|---|
| | Members' | Creditors' | |
| 1964 . . | 215 | 85 | 14 |
| 1965 . . | 278 | 103 | 29 |
| 1966 . . | 457 | 125 | 35 |

The number of employees involved are not known.

### National airport policy debate

Mr. Douglas Jay, President of the Board of Trade, and Mr. Anthony Greenwood, Minister of Housing and Local Government, spoke on behalf of the Government in the debate on national airport policy and the choice of Stansted as London's third airport (*Hansard*, cols. 769-894).

### Petrol prices (surcharge)

Making a statement in the Commons on June 29, Mr. Richard Marsh, Minister of Power said: 'Temporarily, the cost of oil supplies in the United Kingdom, as for other Western European countries, has increased substantially as a result principally of the lengthening of tanker routes and higher tanker freight rates. These costs have to be met in order to maintain our supplies. They represent broadly an average of £2 a ton.

'The oil companies have consulted me in detail about the position and have sought my advice on how to handle the increased costs. The Government have accepted that a temporary surcharge of 2d. a gallon on the prices of all petroleum products would be reasonable to meet the cost of the present supply difficulties.

'Prices were reduced recently and the surcharge returns them roughly to their previous level. It should be clearly understood that these surcharges are justified only by the present difficulties and that the whole situation will be kept under close review.'

A Government Bill authorizing petrol rationing was introduced in the Commons on July 4.

## FRIDAY, JUNE 30

### Imports of paper and board

The President, asked what action he was taking to introduce a system of regulating imports to help the British paper trade, replied: 'None'. He continued that he was aware of the difficulties which the paper and board industry was at present experiencing but their solution must be found primarily in the industry's adaptation to changes in its trading conditions. The Government recognized this industry's important contribution to the national economy and welcomed the progress which it was making to rationalize its structure and increase its productivity.

### Effect of Channel Tunnel on air traffic

Replying to a question on the estimated effect of a Channel Tunnel on the volume of air traffic from the London airports; and to what extent this was taken into account in deciding to place a third London airport at Stansted, Mr. J. P. W. Mallalieu said that it was expected that the short haul cross channel routes would be affected most by a Channel Tunnel, with substantial losses of traffic on the vehicle ferry services. No vehicle ferry services were operated from London airports. In total a Channel Tunnel might reduce London area traffic slightly and this was taken into account in considering the third London Airport.

### Aircraft noise in Hampstead

A Member who asked if the level of aircraft noise in Hampstead would be monitored in view of that area being the highest part of London above sea level, was told by Mr. J. P. W. Mallalieu that Hampstead would be included in the comprehensive programme of measurement of aircraft noise levels this summer.

### Proposed airport at Stansted

Answering a question on the circumstances in which it was decided to increase the number of runways on the proposed third London airport at Stansted, Mr. J. P. W. Mallalieu said that the intention for the present as explained at the Public Inquiry, was that Stansted should have a second runway in addition to that already existing. Should it become necessary, however, the Stansted site could accommodate two more parallel runways.

### Hurn airport

A Member asked what facilities were available at Hurn Airport after 5 p.m.; for what purposes these facilities were maintained; and under what circumstances they were available to owners of private and chartered aircraft. Mr. J. P. W. Mallalieu replied that at the request of the British Aircraft Corporation air traffic control facilities were provided up to 7 p.m. each week-day for the purpose of flight testing of the Corporation's aircraft. This was possible because the staff concerned were already required to be in attendance for the purpose of controlling traffic within the Bournemouth control zone. This did not apply to the other categories of staff required for public transport movements but short extensions of hours were granted wherever this was practicable within the limits of a single watch. Private aircraft did not, normally, require any special facilities and were permitted to use Hurn, like other Board of Trade aerodromes, at any time under the conditions of Chapter 5, Facilitation Section of the Air Pilot.

Answering a further question on Hurn Airport, Mr. J. P. W. Mallalieu said that negotiations for the purchase of the airport by the County Councils of Hampshire and Dorset and the County Borough Council of Bournemouth were continuing in furtherance of the policy of local ownership and management of airports.

## MONDAY, JULY 3

### Companies Act

Asked if he would state the number of companies incorporated under the Companies Act 1948 which during the last convenient period of 12 months had not complied with the provisions of that Act, relating to the publication of accounts and filing of annual reports; and what procedure he adopted in such cases, Mr. George Darling, said: '160,000 companies failed to file with the Registrar in time an annual return in respect of 1966. 77,000 of these companies have been, and the remainder will be, requested to file the returns. The directors of companies which fail to comply with this request will be prosecuted.'

### Asbestos imports

Questioned on what was the tonnage and value of asbestos imported into the United Kingdom from Rhodesia between January and December 1966; and whether he would publish the names of the importing companies, Mr. George Darling said: 'The figures are given on page 46 of the Overseas Trade Accounts for December 1966; apart from very small imports in February and March 1966, there have been no imports since January of that year. The names of importing companies are confidential'.

### Airport noise insulation

The President was asked how many people grants have been paid for the insulation of houses against aircraft noise under the London (Heathrow) Airport Noise Insulation Grants Scheme 1966 (S.I., 1966, No. 442).

Mr. J. P. W. Mallalieu replied that he understood from the British Airports Authority that 69 grants had been made up to June 30, 1967.

### Scottish advance factories

Mr. George Darling was asked how many advance factories in Scotland announced since October 1964 were ready for use but were at present unoccupied; how many were still under construction; and how many were still awaiting a start on construction work.

He replied: 'Of the 43 advance factories in Scotland announced since October 1964, six are ready for use but not yet occupied, 18 are under construction, and 12 (including the nine announced a month ago) are awaiting a start on construction work.'

On the same subject the President was asked how many of the advance factories in Scotland announced since October 1964 had been completed and occupied by tenants; and how many people were currently employed in these factories.

Mr. George Darling replied: "Seven advance factories in which 181 persons are employed.'

### River Thames for tourists

The adjournment debate for improving the Thames facilities, particularly as a tourist attraction, was replied to by Mr. J. P. W. Mallalieu, Minister of State (*Hansard*, cols. 1222-1234).

## TUESDAY, JULY 4

### Patent Office to stay in London

Answering a question about the future location of the Patent Office, the President said: 'I have re-examined with my colleagues concerned the arguments put to us for and against the dispersal of the Office to a site within one hour's travelling time of central London. We have come to the conclusion that the very real advantages of a move to such a position are on balance outweighed by the advantages of a location in central London. I have accordingly decided that the Patent Office should remain in its present accommodation.'

# New Books

**Regional Studies.** Journal of the Regional Studies Association. (Free to members of the Association, annual subscription to non-members £3 10s. for two issues. Published by Pergamon Press Ltd.) Although there are a number of English language periodicals that have occasional or regular articles on regional economics there are very few exclusively devoted to the subject and only one other published in Britain, the University of Strathclyde's Regional Studies Group *Bulletin* and this is more properly a series of separate monographs. This new journal, then, fills a notable gap in the literature. The first issue, dated May 1967, has nine articles in about 90 pages by leading figures in the subject. They write mostly about British experience, though there is a long article on Jamaica. Each contribution is preceded by an abstract in English, German, French and Russian, and these abstracts, classified by SfB and UDC, are reprinted at the beginning so that they can be cut out and filed. Each article states when it was received and, when appropriate, offers bibliographical references. Some fold-out maps are included in this issue.

**The Common Market: the Treaty of Rome Explained,** edited by John Calmann. (80 pages. Anthony Blond Ltd. 15s., paperback edition 7s. 6d.). All the chapters in this book, except the first, are drawn from a forthcoming larger work *Western Europe: a Handbook* (to be published by Anthony Blond in 1967). The first chapter, which is written by Derek Prag, sets out to analyse, article by article, what the six original members set out to achieve through the Rome Treaty, and the methods of economic integration which they chose. Each of the Treaty's sections has a heading of its own, and progress so far on each part is briefly described. The second chapter, by Tony Burgess, on the structure of the Community describes the working of the institutions of the Common Market, the European Coal and Steel Community, and the European Atomic Energy Community. It describes how the policies, on which the Council of Ministers drawn from the six member countries have agreed, are prepared and implemented. In the third chapter, Roy Pryce outlines in some detail the achievements of the Community and measures the extent of integration in the various economic sectors covered by the Treaty. The fourth chapter, by Pierre Uri, on political union, clarifies the main concepts on which the European Community is based, and shows how they lead, in theory, to a further stage in relations between member states which goes beyond economic union. The book ends with a brief analysis, by John Calmann, of the British quest for membership, and outlines the main problems which the British government is facing in the present negotiation period. There is a short bibliography.

**Self-Service Shops, Supermarkets and Double Supermarkets 1966,** by Per Press (51 leaves. Per Press, Fred. D. VIs Alle 5, Copenhagen F, Denmark. Danish Kroner, 50.00 (50s.)). This publication compiled by Per Press, a Danish sales and marketing consultant, is based on the second Danish edition issued in February 1967. The English version is a summary of the main section of the Danish report which describes the significance of the self-service shops, supermarkets and double supermarkets (a shop which in addition to the usual food items carried by an ordinary supermarket also carries a broad selection of non-food consumer goods) in Denmark. All essential surveys and tables from this part of the report have been included in full and the most important sections have been translated unabridged. This summary is followed by the complete directory contained in the Danish edition of all supermarkets and double supermarkets in Denmark as of July 1, 1966, giving addresses and telephone numbers. British exporters interested in selling food and other consumer goods through the co-operative chains in Denmark will find this valuable survey of the supermarket trade informative and helpful, particularly the section on prospects for the future which forecasts that within the next four years more than 200 supermarkets and 70-80 double supermarkets will be opened.

**Containerization: The Key To Low-cost Transport.** A Report by McKinsey & Company, Inc. for the British Transport Docks Board. June 1967. (97 pages. British Transport Docks Board, £10 10s.) A drastically rationalized international transport industry consisting of a few large organizations operating throughout the field of transport services; fewer shipping lines and ships, fewer ports, highly developed liner train networks; and a smaller but better rewarded labour force are some of the results of containerization foreseen within the next decade in this report, commissioned by the Docks Board. The main conclusions on which these findings are based are as follows. 1, Containerization can lead to reductions of over 50 per cent in total transport costs, saving over £250 million a year in Britain's bill on trans-oceanic trade routes. 2, The relative economics of sea, road and rail will be radically altered, bringing corresponding changes in their respective use. 3, The economics of transportation will radically alter the organizational structure of the transportation industry itself, leading to a small number of large international organizations operating on a world-wide basis. 4, The dramatic reduction in transport costs will have a major impact on manufacturing companies whose products contain a significant transportation cost element. The report outlines a national transport policy designed to take maximum advantage of these major opportunities.

**Latin America's Foreign Trade: Problems and Policies.** Department of Economic Affairs, Pan American Union, Organization of American States. (93 pages. 5s. 6d. by post 6s. 2d., from HMSO and Goverment bookshops). Originally published for the Fourth Annual Meetings of the Inter-American Economic and Social Council, this publication deals with the steps that could be taken to expand the trade of the Latin American countries, in accordance with the programme proposed in the August 1965 letter from the Inter-American Committee on the Alliance for Progress, to the Presidents of the member countries of the inter-American system. The letter (reprinted in full in an appendix) stressed the problems facing Latin American exports and suggested joint action to improve the situation. The complexities, difficulties and some possible solutions are fully discussed in four sections. An account of Latin America's foreign trade problems and strategy is provided in the first section. The second summarises the evolution and prospects of Latin American exports, particularly the development of exports in the last five years and the growth of policy concerning external trade and basic products. Some statistical data is also given here. The growth of the new trade policy in the United Nations Conference on Trade and Development and in the General Agreement on Tariffs and Trade is covered in the third section and the final section notes the possible fields of action in the inter-American sphere. This serious study will be mainly of interest to researchers and businessmen who require some detailed and long-term information on the foreign trade of Latin America and only incidentally to exporters.

**The Commonwealth in Brief.** Prepared by the Reference Division of the Central Office of Information. 3rd edition. (46 pages. 1s. 3d., by post 1s. 8d., from HMSO and Government bookshops). A handbook giving in concise form a wealth of facts about the Commonwealth, useful to teachers, speakers on and students of the subject.

**Towards a Philosophy of the Modern Corporation,** by D. L. Mazumdar. (214 pages. Asia Publishing House, 40s.). Mr. Mazumdar was for eight years Secretary of the Indian Department of Company Law Administration, and thus was closely associated with the operation of the Indian Companies Act 1956, which introduced a new concept of the corporation to India. Company legislation in India has been considerably influenced by British ideas and practice, and this collection of 14 essays is therefore of interest to British readers. The essays were written between 1956 and 1964, and are here presented in three main sections. The first contains six essays which elucidate the new concept of the company in the Indian context, relating it also to the developing ideas of corporate responsibility in Western countries. Of most general interest in this section are the essays on the new image of joint stock companies and the concept of the responsible company. The five essays in part two are intended to bring out some of the technical implications of the policy issues which follow from acceptance of the new concept of the company and its social responsibilities. Accountability in the corporate sector, parliamentary accountability of Government companies, and company law and concentration of economic power are amongst the topics considered. The final three essays deal with problems of the legal and administrative ordering of the corporate sector, including a law of corporate responsibility, the machinery for administration of the Companies Act, and the relationship between administrative and economic policy. The author has added an introductory note to each essay explaining the circumstances in which it originated, and putting it into context in this book.

**Law for Managers,** by David Foulkes. (214 pages. Butterworths. 28s., by post 29s. 6d.; also available as a library edition at 38s., by post 39s. 6d.) This volume is intended for those who have no previous knowledge of the law, and the author has designed it so that it will be of assistance to people taking courses in the field of management education and training, particularly where they lead to professional qualifications. The first chapter consists of a brief introductory survey of the law, and the second and third chapters deal with the legal nature of various organizations, including the partnership, the registered company, building societies, organizations in the public sector, and various bodies based on the trust. Chapter four is concerned with some aspects of the law of contract. In chapter five the author discusses the functions of a manager as defined in law, his powers, and the place of the employee in the company's structure. Chapter six is devoted to the contract of employment and chapter seven deals with trade unions, strikes and collective bargaining. The final chapter considers competitive trading and restrictive practices.

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1967 | Stores | Location | Auctioneers |
|---|---|---|---|
| **July 13** | **Miscellaneous stores** | **Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.** | **Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. Plymouth 69292).** |

M.T. spares; teleprinters; electrical equipment; binoculars; gunsighting telescopes; telephone sets and switchboards; hydraulic, lifting and screw jacks; steel pallets; scrap batteries; portable cookers; tool kits; scrap metals; old tentage; woollen rags; old webbing and mixed rags; clothing and textiles, including greatcoats; B.D. trousers and blouses; berets; boots and shoes; blankets and blanket pieces; kitbags; groundsheets; camouflage netting; furniture, including wardrobes; tables (various); chairs; sideboards, etc., and a large assortment of other miscellaneous stores.

| | | | |
|---|---|---|---|
| **July 18** | **Machine tools, industrial equipment, textiles and miscellaneous stores.** | **Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.** | **Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 053-2-20898).** |

Milling machines; grinding machines; pneumatic hammer; drilling machines; presses; welding plant; charging sets; generator sets; fork lift trucks; electric and diesel trucks and tractors; pumps; conveyors; heat treatment furnaces; baling machines; air compressors; Yale lift trucks; weighing machines; Lancia/Coventry-Victor and Seagull outboard motors; electric cable; lead acid batteries; lifting equipment; teleprinters; electrical, signal and wireless equipment and spares; electric drills; M.T. spares and equipment; ball bearings; paint; hand tools; rectifier sets; film projectors; compasses; binoculars; fire fighting equipment including gun metal and light alloy, stand pipes; branch pipes; collecting heads adaptors; suction strainers; suction and delivery hose; spades; fire bells, etc., textiles including inner and outer tent sections; canvas; carpets; curtains; chair covers; blankets; mattresses; ground sheets; kit bags; clothing including greatcoats; battle dress; denims; raincoats; shirts; pyjamas; jerseys; leather jerkins; boots, etc.; furniture including chairs; tables; wardrobes; dressing chests; lockers and numerous other effects.

| | | | |
|---|---|---|---|
| **July 25-28** | **Motor vehicles, road making and heavy duty equipment.** | **Ordnance Storage & Disposal Depot, Ruddington, Notts.** | **Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).** |

Saloons and estate cars, including: 'Anglias,' 'Populars,' 'Consuls,' 'Zephyrs,' Morris 'Mini Minors,' 'Minors,' Land Rovers, vans; heavy duty trucks' tractors and breakdown vehicles; hydraulic tippers; refuellers; mobile tankers; low loading and other trailers; dual purpose vehicles; mobile cranes; excavators; fork lift trucks; vehicle and trailer mounted fire fighting equipment; heavy duty plant spares.

**Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).**

**SALE BY TENDER**

**WIRE BENDING MACHINES of various manufacture**

Permission to view on presentation of Tender Form, obtainable only from Ministry of Defence, Directorate of Army Sales (Sales 4 a ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. August 2, 1967.

## PATENT OFFICE PUBLICATIONS: A VALUABLE SOURCE OF INFORMATION

SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the National Reference Library of Science and Invention (Holborn Division – in the Patent Office building), or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of eight months (representing a complete series of 25,000 published specifications). These volumes are available at £6 12s. 6d. each, or £155 for the complete set. Abridgments are published weekly in pamphlet form, one pamphlet for each of the 25 groups. The pamphlets will be available within the seven days following the publication of the specifications to which they relate, and subscribers to this service (same price as for the complete volumes) will thus be kept right up to date with accepted specifications.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is sub-divided through several levels of fineness. The result is a schedule composed of about 40,000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. Lists showing numbers of all specifications since 1911 indexed under any one of the sub-divisions, or under a combination of sub-divisions in certain fields of manufacture, may be obtained for prices ranging from £1 1s. to £5 5s. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 6s. 9d. per group unit or £8 for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The *Official Journal* (*Patents*) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 8s. each, and the annual subscription is £20 15s.

All of the above publications are available, post free, from the Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, who will also be glad to give advice. Current specifications are also available at the Sales Counter, Patent Office, 25 Southampton Buildings, London, W.C.2.

# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components | | | | Total | Selected components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| Base of index | 1958 | 1958 | 1958 | 1958 | 1958 | 1961 | 1958 | 1958 | 1958 | 1958 | 1958 | series shown in £ million | | | |
| Value in base year, £m. | 20,091 | — | 16,073 | 15,365 | 15,365 | 9,140 | 3,485 | 922 | 688 | 587 | 1,212 | | | | |
| 1961 | 113 | 114 | 122 | 116 | 111 | 100 | 130 | 130 | 138 | 139 | 122 | +326 | +224 | +36 | +29 |
| 1962 | 114 | 115 | 127 | 123 | 114 | 100 | 129 | 119 | 134 | 143 | 125 | + 77 | + 22 | +22 | +14 |
| 1963 | 118 | 119 | 135 | 130 | 119 | 103 | 131 | 104 | 144 | 146 | 131 | +216 | +113 | +29 | +55 |
| 1964 | 125 | 128 | 145 | 139 | 123 | 106 | 154 | 118 | 170 | 185 | 150 | +579 | +354 | +72 | +47 |
| 1965 | 128 | 132 | 155 | 148 | 126 | 108 | 159 | 130 | 166 | 190 | 156 | +340 | +217 | +19 | +43 |
| 1966 | 130 | 133 | 162 | 156 | 128 | 109 | 161 | 131 | 162 | 184 | 167 | +199 | +112 | + 3 | + 6 |
| 1965 | | | | | | | | | | | | | | | |
| 3rd quarter | 128 | 132 | 155 | 150 | 126 | 108 | 157 | 131 | 158 | 190 | 153 | +108 | + 61 | +21 | +17 |
| 4th quarter | 129 | 133 | 158 | 151 | 126 | 109 | 161 | 131 | 168 | 189 | 158 | + 80 | + 35 | +13 | +14 |
| 1966 | | | | | | | | | | | | | | | |
| 1st quarter | 131 | 134 | 166 | 155 | 130 | 110 | 160 | 135 | 165 | 181 | 159 | + 73 | + 53 | N/C | +19 |
| 2nd quarter | 129 | 134 | 161 | 157 | 129 | 110 | 160 | 127 | 166 | 184 | 166 | + 58 | — 11 | —15 | +26 |
| 3rd quarter | 130 | 134 | 159 | 156 | 126 | 109 | 163 | 132 | 163 | 183 | 174 | + 91 | + 84 | +20 | —15 |
| 4th quarter | 130 | 132 | 161 | 157 | 126 | 109 | 160 | 130 | 154 | 188 | 168 | — 18 | — 13 | — 1 | —24 |
| 1967 | | | | | | | | | | | | | | | |
| 1st quarter | | 132 | | | | 109 | | 128 | 163 | | | | + 3 | — 8 | +14 |
| 1966 | | | | | | | | | | | | | | | |
| November | | 131 | | | | 109 | | | | | | | | | |
| December | | 132 | | | | 109 | | | | | | | | | |
| 1967 | | | | | | | | | | | | | | | |
| January | | 132 | | | | 109 | | | | | | | | | |
| February | | 132 | | | | 109 | | | | | | | | | |
| March | | 133 | | | | 110 | | | | | | | | | |
| April | | 132* | | | | 109 | | | | | | | | | |
| May | | | | | | 108 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand | Textiles and clothing industries: orders on hand† | Index of retail prices | | Wholesale price index: non-food manufacturing industry: | | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | IMPORTS | EXPORTS | BALANCE OF PAYMENTS current balance |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| | at 1958 prices | | | | | | | | | | | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 17, 1956 (Derived series from January 1963) | | 1954 | 1954 | Jan. 31, 1956 | Series shown in thousands | | | 1958 | 1958 | series shown in £ million |
| Value in base year, £m. | .. | .. | — | | — | — | — | | | | 3,834 | 3,250 | |
| 1961 | 122 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | 213 | 24,072 | 119 | 117 | — 5 |
| 1962 | 117 | 100 | 119·3 | +4·2 | 103·0 | 120·6 | 136·3 | 422 | 149 | 24,208 | 121 | 120 | +101 |
| 1963 | 136 | 117 | 121·7 | +2·0 | 104·5 | 121·4 | 141·3 | 500 | 144 | 24,267 | 130 | 130 | +107 |
| 1964 | 162 | 124 | 125·7 | +3·3 | 108·6 | 124·7 | 148·5 | 361 | 221 | 24,606 | 148 | 136 | —395 |
| 1965 | 165 | 121 | 131·8 | +4·9 | 110·6 | 129·5 | 157·9 | 309 | 265 | 24,837 | 150 | 145 | —118 |
| 1966 | 153 | 104 | 136·9 | +3·9 | 114·5 | 133·0 | 168·4 | 325 | 255 | | 158 | 155 | — 59 |
| 1965 | | | | | | | | | | | | | |
| 3rd quarter | 165 | 117 | 132·6 | +4·8 | 110·5 | 129·9 | 159·9 | 321 | 265 | 24,837 | 153 | 147 | — 38 |
| 4th quarter | 165 | 121 | 133·5 | +4·6 | 111·5 | 130·5 | 161·9 | 305 | 269 | 24,967 | 153 | 151 | — 2 |
| 1966 | | | | | | | | | | | | | |
| 1st quarter | 164 | 122 | 134·4 | +4·3 | 113·7 | 131·4 | 165·9 | 279 | 279 | 24,919 | 159 | 153 | — 45 |
| 2nd quarter | 161 | 127 | 137·0 | +3·8 | 116·8 | 133·1 | 168·1 | 282 | 282 | 24,930 | 155 | 146 | —105 |
| 3rd quarter | 159 | 109 | 137·5 | +3·7 | 114·6 | 133·8 | 169·8 | 322 | 253 | 24,953 | 161 | 157 | — 51 |
| 4th quarter | 153 | 104 | 138·6 | +3·8 | 113·0 | 133·5 | 169·8 | 417 | 206 | | 147 | 164 | +142 |
| 1967 | | | | | | | | | | | | | |
| 1st quarter | 150 | 104* | 139·3 | +3·6 | 112·0 | 133·6 | 171·4 | 458 | 188 | | 164 | 166 | + 41 |
| 2nd quarter | | | | | | | | 508 | 168 | | | | |
| 1966 | | | | | | | | | | | | | |
| November | 155 | 107 | 138·8 | +4·0 | 113·3 | 133·5 | 169·8 | 424 | 201 | | 137 | 169 | |
| December | 153 | 105 | 139·0 | +3·7 | 112·4 | 133·5 | 169·8 | 449 | 200 | | 157 | 158 | |
| 1967 | | | | | | | | | | | | | |
| January | 153 | 106* | 139·2 | +3·6 | 112·5 | 133·6 | 170·9 | 454 | 191 | | 172 | 174 | |
| February | 151 | 106* | 139·4 | +3·7 | 112·3 | 133·6 | 171·3 | 454 | 188 | | 163 | 167 | |
| March | 149 | 104* | 139·4 | +3·5 | 111·2 | 133·6 | 171·9 | 467 | 184 | | 157 | 156 | |
| April | 148* | 106* | 140·4 | +3·0 | 110·0* | 133·6* | 172·1 | 495 | 174 | | 174 | 163 | |
| May | | | 140·3 | +2·3 | 110·1* | 133·6* | 173·1 | 505 | 168 | | 166 | 162 | |
| June | | | | | | | | 524 | 162 | | | | |

*Provisional. †Not seasonally adjusted.

# Faster growth in Commonwealth exports in 1966

COMMONWEALTH TRADE[1] in 1966 continued to expand but, in contrast to the experience of 1965, exports expanded more rapidly than did imports. The rate of export growth, nearly 9 per cent, was 4 percentage points higher than in 1965, and was equal to the estimated 9 per cent increase in world exports (excluding exports from the USSR, Eastern Europe and the People's Republic of China). Of the total rise of £1,073 million in Commonwealth exports, £738 million was accounted for by the overseas Commonwealth countries, an increase of nearly 10 per cent compared with a 4 per cent increase between 1964 and 1965. Exports (including re-exports) from the United Kingdom grew by £335 million (about 7 per cent), which was virtually the same rate of growth as was achieved in 1965.

Imports into the Commonwealth last year expanded less quickly than in the preceding year. A rise of about 5 per cent was recorded; this was also about the rate of growth of imports into the overseas Commonwealth countries, which accounted for £445 million of the total addition to Commonwealth imports. The United Kingdom increased her imports by £203 million (4 per cent). The increase in world imports is estimated at 10 per cent.

### Direction of Commonwealth exports

For the Commonwealth as a whole, exports to the non-Commonwealth countries grew strongly, increasing by £1,104 million (13 per cent), but exports to Commonwealth countries showed a marginal decrease. A rise of £730 million (14 per cent) was attributable to shipments from the overseas Commonwealth and of this, £493 million went to the United States, a 21 per cent increase over 1965. Their exports to most other markets also expanded; additional exports to the EEC amounted to £47 million (5 per cent), Continental EFTA £24 million (16 per cent) and Soviet Eastern Europe £21 million (6 per cent). Exports of the overseas Commonwealth countries to each other increased by £55 million (6 per cent) but there was a reduction in their combined exports to the United Kingdom of £47 million (3 per cent).

(1) No 1966 figures for Rhodesia are available and, in order to enable comparison to be made with earlier years, the figures given in this text exclude trade with Rhodesia.

Among the individual overseas Commonwealth countries the greatest export increase recorded was by Canada with an additional £524 million (a rise of 18 per cent). More than three-quarters of this increase resulted from larger exports to the United States, an additional £403 million (24 per cent) mainly attributable to the 1964 automotive agreement. Canadian exports to the overseas Commonwealth rose by £16 million (11 per cent), but her exports to the United Kingdom fell by £17 million (4 per cent). Other countries which also recorded substantial export increases in 1966 were Hong Kong, Australia, Pakistan, New Zealand, Singapore and Nigeria. Hong Kong's export trade rose by £65 million (16 per cent) mainly to the non-Commonwealth areas, notably the United States. Australian exports showed an increase of £40 million (4 per cent). In spite of reductions in her wheat exports to Soviet Eastern Europe and the People's Republic of China, her overall trade with the non-Commonwealth area rose by £47 million (7 per cent) due mainly to increased exports to the United States and Japan. A decline in wheat sales also affected Australia's exports to the United Kingdom which fell by £17 million (10 per cent) but there was an increase of £11 million (5 per cent) in her exports to overseas Commonwealth countries. The export earnings of Pakistan and New Zealand rose by £25 million (13 per cent) and £24 million (7 per cent) respectively. These increases were mainly attributable to larger exports to the non-Commonwealth areas, both countries selling more to the United States and EEC, and New Zealand also substantially increasing her trade with Japan. Both Pakistan and New Zealand exported less to the United Kingdom in 1966 than in 1965. Provisional export figures for Singapore and Nigeria show increases of about £22 million (10 per cent) and £15 million (6 per cent) respectively; the latter was due entirely to the continued strong expansion in oil exports. The exports of both India and Ceylon were below the level of 1965 – a fall of £39 million (7 per cent for India and £18 million (13 per cent) for Ceylon. reduced earnings from tea exports contributed substantially to these decreases in exports.

United Kingdom exports to non-Commonwealth countries increased by £374 million (11 per cent); of the increase, £132 million went to the United States and £70 million to Continental EFTA. British exports to the overseas Commonwealth fell for the first time since 1962 showing a decrease of 3 per cent compared with 1965.

(*Continued on next page*)

**Table 1. Commonwealth imports**

£ thousand million

| | IMPORTS (a) (b) FROM | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | United Kingdom | Other Commonwealth Countries | TOTAL, COMMONWEALTH COUNTRIES | United States | EEC | EFTA excluding United Kingdom and Finland | Other non-Commonwealth Countries | TOTAL NON-COMMONWEALTH COUNTRIES | WORLD |
| **THE COMMONWEALTH (c) (e)** | | | | | | | | | |
| 1958 | 1·27 | 2·05 | 3·32 | 2·92 | 1·05 | 0·50 | 2·50 | 6·07 | 9·39 |
| 1959 | 1·27 | 2·19 | 3·46 | 2·21 | 1·16 | 0·52 | 2·60 | 6·49 | 9·95 |
| 1960 | 1·39 | 2·36 | 3·75 | 2·57 | 1·35 | 0·62 | 2·86 | 7·41 | 11·16 |
| 1961 | 1·37 | 2·25 | 3·62 | 2·50 | 1·38 | 0·63 | 2·92 | 7·43 | 11·05 |
| 1962 | 1·27 | 2·27 | 3·54 | 2·68 | 1·38 | 0·64 | 3·05 | 7·75 | 11·29 |
| 1963 | 1·28 | 2·48 | 3·76 | 2·88 | 1·48 | 0·69 | 3·26 | 8·31 | 12·07 |
| 1964 | 1·32 | 2·79 | 4·11 | 3·49 | 1·72 | 0·84 | 3·54 | 9·58 | 13·69 |
| 1965 | 1·45 | 2·73 | 4·18 | 3·82 | 1·94 | 0·90 | 3·71 | 10·36 | 14·55 |
| 1966 | 1·38 | 2·66 | 4·04 | 4·21 | 2·02 | 0·97 | 3·84 | 11·04 | 15·08 |
| **UNITED KINGDOM (d)** | | | | | | | | | |
| 1958 | — | 1·34 | 1·34 | 0·35 | 0·54 | 0·37 | 1·24 | 2·50 | 3·83 |
| 1959 | — | 1·44 | 1·44 | 0·37 | 0·56 | 0·39 | 1·31 | 2·64 | 4·09 |
| 1960 | — | 1·51 | 1·51 | 0·57 | 0·67 | 0·47 | 1·44 | 3·15 | 4·66 |
| 1961 | — | 1·43 | 1·43 | 0·49 | 0·69 | 0·46 | 1·48 | 3·12 | 4·55 |
| 1962 | — | 1·44 | 1·44 | 0·48 | 0·72 | 0·47 | 1·51 | 3·19 | 4·63 |
| 1963 | — | 1·58 | 1·58 | 0·51 | 0·79 | 0·51 | 1·59 | 3·40 | 4·98 |
| 1964 | — | 1·76 | 1·76 | 0·65 | 0·94 | 0·63 | 1·72 | 3·94 | 5·70 |
| 1965 | — | 1·72 | 1·72 | 0·67 | 0·99 | 0·67 | 1·70 | 4·03 | 5·75 |
| 1966 | — | 1·64 | 1·64 | 0·72 | 1·10 | 0·72 | 1·77 | 4·31 | 5·95 |
| **OTHER COMMONWEALTH COUNTRIES (c) (e)** | | | | | | | | | |
| 1958 | 1·27 | 0·71 | 1·98 | 1·67 | 0·51 | 0·13 | 1·26 | 3·58 | 5·56 |
| 1959 | 1·27 | 0·75 | 2·02 | 1·84 | 0·59 | 0·13 | 1·29 | 3·85 | 5·86 |
| 1960 | 1·39 | 0·85 | 2·24 | 2·00 | 0·68 | 0·16 | 1·42 | 4·26 | 6·50 |
| 1961 | 1·37 | 0·82 | 2·19 | 2·01 | 0·69 | 0·17 | 1·44 | 4·31 | 6·50 |
| 1962 | 1·27 | 0·83 | 2·10 | 2·19 | 0·65 | 0·17 | 1·54 | 4·56 | 6·66 |
| 1963 | 1·28 | 0·90 | 2·18 | 2·37 | 0·69 | 0·19 | 1·67 | 4·91 | 7·09 |
| 1964 | 1·32 | 1·03 | 2·36 | 2·84 | 0·78 | 0·20 | 1·82 | 5·64 | 8·00 |
| 1965 | 1·45 | 1·02 | 2·47 | 3·15 | 0·94 | 0·23 | 2·01 | 6·33 | 8·80 |
| 1966 | 1·38 | 1·02 | 2·40 | 3·49 | 0·92 | 0·25 | 2·07 | 6·73 | 9·12 |

(a) Excludes the trade of the British Protected States in the Middle East except in so far as this is recorded in the imports and exports of other Commonwealth countries.
(b) National valuations. Most Commonwealth countries record their imports at c.i.f. valuations; the major exceptions are Canada, Australia, Rhodesia, Zambia and Malawi whose imports are recorded at f.o.b. valuations.
(c) Excludes the Republic of South Africa and also South West Africa. The Southern African Territories of Lesotho, Botswana and Swaziland, whose trade figures are included with those of the Republic of South Africa and whose import and export trade in 1965 amounted to £30·0 million and £23·0 million respectively, are also excluded.
(d) Cinematograph film is excluded in 1959. Coverage and valuations are on the 1965 basis, i.e. including trade in precious stones and the re-valuation of parcel post imports.
(e) No details of Rhodesia's trade in 1966 are available, and the 1966 figures given in this table are not strictly comparable with those for the earlier years.

## Export of commodities from the Commonwealth

While in 1966 exports of many of the primary products did not reach the level established in 1965, the total value of overseas Commonwealth exports of the commodities shown in Table 4 was £172 million higher than in 1965.

Copper earnings showed the most substantial increase. The higher price for this commodity more than offset the reduction in quantity exported and an overall increase of £91 million (34 per cent) was achieved, mostly by Canada and Zambia, who produce most of the copper exported by the overseas Commonwealth countries. Jute goods exports increased by an additional £45 million (28 per cent) mainly as a result of higher prices. Exports of wheat increased by £32 million (8 per cent). A prolonged drought in Australia had an adverse effect on her exports of wheat, but this was counteracted by the large increase in Canadian exports, particularly to the USSR, the People's Republic of China and Japan. Exports of hides and skins rose by £28 million and raw wool by £21 million. A substantial rise in world demand for raw coffee led to increased exports of £17 million (26 per cent). Exports of meat and meat preparations and natural rubber also rose, by £16 million and £15 million respectively.

The greatest decline was in exports of raw cocoa which fell by £42 million (36 per cent) as a result of reductions in both the price and the quantity exported. Tea and raw cotton exports, which were similarly affected, decreased by £19 million and £7 million respectively, a fall of about 10 per cent in each case. The value of lead exports showed a reduction of £7 million, lower prices more than offsetting the increased quantity exported, and exports of vegetable oils were also down by £7 million.

## Commonwealth imports

The 5 per cent increase in Commonwealth imports in 1966 compared with 1965 took the total value to £15,076 million. The rate of growth of imports into the overseas Commonwealth from the non-Commonwealth countries increased by 7 per cent reflecting a particularly strong rise in imports from the United States who supplied £350 million of the additional £438 million imported. The United States' share of the overseas Commonwealth market is about 38 per cent, while the United Kingdom supplies 15 per cent of overseas Commonwealth imports. Intra-trade between the overseas Commonwealth countries grew by £40 million (4 per cent) but imports from the United Kingdom fell by £33 million (2 per cent) and from the EEC by £7 million.

Of the main overseas Commonwealth countries which increased

**Table 2. Commonwealth exports**

£ thousand million

| | EXPORTS (a) (b) TO | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | United Kingdom | Other Commonwealth Countries | Total Commonwealth Countries | United States | EEC | EFTA excluding United Kingdom and Finland | Other non-Commonwealth Countries | Total Non-Commonwealth Countries | World |
| **THE COMMONWEALTH (c) (e)** | | | | | | | | | |
| 1958 | 1·20 | 1·92 | 3·12 | 1·71 | 1·08 | 0·42 | 1·87 | 5·09 | 8·20 |
| 1959 | 1·29 | 1·96 | 3·25 | 2·00 | 1·21 | 0·46 | 1·98 | 5·65 | 8·90 |
| 1960 | 1·34 | 2·15 | 3·49 | 1·89 | 1·32 | 0·51 | 2·16 | 5·89 | 9·38 |
| 1961 | 1·27 | 2·08 | 3·35 | 1·94 | 1·44 | 0·56 | 2·45 | 6·39 | 9·74 |
| 1962 | 1·24 | 2·00 | 3·24 | 2·16 | 1·54 | 0·59 | 2·43 | 6·71 | 9·95 |
| 1963 | 1·33 | 2·11 | 3·44 | 2·26 | 1·72 | 0·65 | 2·83 | 7·44 | 10·88 |
| 1964 | 1·49 | 2·30 | 3·79 | 2·49 | 1·81 | 0·71 | 3·13 | 8·13 | 11·92 |
| 1965 | 1·45 | 2·40 | 3·85 | 2·84 | 1·87 | 0·77 | 3·24 | 8·72 | 12·57 |
| 1966 | 1·37 | 2·34 | 3·71 | 3·46 | 1·96 | 0·86 | 3·49 | 9·78 | 13·49 |
| **UNITED KINGDOM (d)** | | | | | | | | | |
| 1958 | — | 1·26 | 1·26 | 0·32 | 0·49 | 0·33 | 0·99 | 2·13 | 3·39 |
| 1959 | — | 1·26 | 1·26 | 0·41 | 0·55 | 0·36 | 0·96 | 2·29 | 3·55 |
| 1960 | — | 1·35 | 1·35 | 0·37 | 0·61 | 0·40 | 1·05 | 2·44 | 3·79 |
| 1961 | — | 1·31 | 1·31 | 0·34 | 0·71 | 0·45 | 1·14 | 2·64 | 3·95 |
| 1962 | — | 1·22 | 1·22 | 0·38 | 0·83 | 0·48 | 1·16 | 2·85 | 4·06 |
| 1963 | — | 1·24 | 1·24 | 0·40 | 0·94 | 0·52 | 1·27 | 3·13 | 4·36 |
| 1964 | — | 1·28 | 1·28 | 0·43 | 0·96 | 0·57 | 1·32 | 3·29 | 4·57 |
| 1965 | — | 1·37 | 1·37 | 0·51 | 0·98 | 0·61 | 1·43 | 3·53 | 4·90 |
| 1966 | — | 1·33 | 1·33 | 0·65 | 1·04 | 0·68 | 1·54 | 3·91 | 5·24 |
| **OTHER COMMONWEALTH COUNTRIES (c) (e)** | | | | | | | | | |
| 1958 | 1·20 | 0·66 | 1·86 | 1·39 | 0·59 | 0·09 | 0·88 | 2·95 | 4·81 |
| 1959 | 1·29 | 0·70 | 1·99 | 1·59 | 0·65 | 0·10 | 1·02 | 3·36 | 5·35 |
| 1960 | 1·34 | 0·80 | 2·13 | 1·52 | 0·71 | 0·11 | 1·11 | 3·45 | 5·59 |
| 1961 | 1·27 | 0·77 | 2·04 | 1·60 | 0·73 | 0·11 | 1·31 | 3·75 | 5·79 |
| 1962 | 1·24 | 0·78 | 2·02 | 1·77 | 0·71 | 0·11 | 1·27 | 3·86 | 5·89 |
| 1963 | 1·33 | 0·87 | 2·20 | 1·86 | 0·77 | 0·13 | 1·56 | 4·32 | 6·51 |
| 1964 | 1·49 | 1·02 | 2·51 | 2·06 | 0·84 | 0·14 | 1·80 | 4·85 | 7·35 |
| 1965 | 1·45 | 1·04 | 2·48 | 2·33 | 0·89 | 0·16 | 1·81 | 5·19 | 7·67 |
| 1966 | 1·37 | 1·01 | 2·38 | 2·82 | 0·92 | 0·17 | 1·96 | 5·87 | 8·25 |

(a) See footnote (a) to Table 1. (b) Exports include re-exports. (c) See footnote (c) to Table 1. (d) See footnote (d) to Table 1. (e) See footnote (e) to Table 1.

**Table 3. Exports of principal commodities from the Overseas Commonwealth countries, 1960-1966**

£ million

| | Wheat | Raw sugar (a) | Raw cocoa | Raw coffee | Tea | Meat and meat preparations | Dairy products (b) | Fruit | Raw wool | Raw cotton (c) | Raw jute | Jute goods |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1960 | 204·0 | 89·1 | 107·4 | 42·9 | 184·5 | 165·4 | 115·8 | 70·0 | 384·8 | 54·7 | 60·7 | 117·9 |
| 1961 | 343·8 | 98·2 | 108·0 | 41·0 | 188·2 | 166·0 | 106·1 | 69·1 | 396·1 | 54·9 | 67·1 | 130·6 |
| 1962 | 288·2 | 104·8 | 107·4 | 46·1 | 192·3 | 183·9 | 106·2 | 78·9 | 395·2 | 47·0 | 58·4 | 135·4 |
| 1963 | 377·3 | 164·7 | 108·0 | 54·8 | 197·4 | 202·0 | 118·2 | 83·6 | 456·5 | 71·3 | 56·8 | 142·4 |
| 1964 | 468·1 | 160·8 | 114·4 | 79·3 | 192·7 | 231·4 | 148·7 | 95·6 | 493·5 | 57·4 | 63·9 | 153·2 |
| 1965 | 413·5 | 123·1 | 116·2 | 67·1 | 190·0 | 244·7 | 142·4 | 102·6 | 413·6 | 68·9 | 65·8 | 157·4 |
| 1966 (d) (h) | 445·9 | 122·0 | 74·4 | 84·4 | 170·4 | 254·1 | 133·8 | 105·8 | 434·4 | 61·4 | 66·4 | 202·0 |

| | Cotton piece-goods | Lead (e) | Tin | Copper | Natural rubber (f) | Hides and skins (g) | Timber | Iron ore | Tobacco and manu-factures | Vegetable oils | Oilseeds and nuts | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1960 | 71·8 | 28·0 | 65·2 | 214·5 | 366·2 | 81·8 | 198·9 | 90·7 | 60·0 | 49·3 | 96·9 | |
| 1961 | 70·3 | 26·7 | 74·0 | 193·2 | 288·5 | 79·6 | 179·0 | 87·0 | 65·6 | 49·4 | 101·4 | |
| 1962 | 62·5 | 29·4 | 75·6 | 189·6 | 278·7 | 80·9 | 184·5 | 123·0 | 72·5 | 47·3 | 97·8 | |
| 1963 | 70·2 | 29·7 | 85·1 | 199·8 | 265·8 | 88·1 | 211·3 | 143·5 | 80·2 | 54·3 | 103·7 | |
| 1964 | 84·3 | 43·2 | 97·5 | 239·6 | 223·1 | 92·7 | 226·0 | 170·1 | 83·2 | 60·2 | 94·9 | |
| 1965 | 90·2 | 57·2 | 116·3 | 274·1 | 228·7 | 94·7 | 244·4 | 172·9 | 90·8 | 61·2 | 111·3 | |
| 1966 (d) (h) | 85·4 | 50·1 | 113·5 | 359·0 | 243·9 | 121·6 | 241·2 | 181·4 | 38·1 | 54·4 | 109·2 | |

(a) Excluding Sugar Preference Certificates. (b) Milk, cream, butter, cheese and eggs. (c) Including linters. (d) Partly estimated. (e) Including values of other metals found with lead in complex concentrates. (f) Excludes gutta-percha and jelutong. Total exports of rubber from the Overseas Commonwealth countries include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) were valued at £16·8 million in 1965. (g) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins. (h) See footnote (e) to Table 1.

the value of their imports, Canada showed the largest gain of £415 million, a rise of 15 per cent, the same increase as in 1965. Increased imports of automobiles and parts accounted for a large percentage of the additional £366 million supplied by the United States. Imports from Commonwealth countries rose by £23 million. Hong Kong imported an extra £71 million (13 per cent), nearly all of which was supplied by non-Commonwealth countries, the People's Republic of China and Japan contributing £28 million and £18 million respectively (a rise of 19 per cent in each case). After a fall in the value of her imports in 1965 compared with 1964, due to import restrictions, Ceylôn imported in 1966 an additional £41 million (38 per cent), the majority of which came from the non-Commonwealth area. Singapore and New Zealand increased their imports from both the Commonwealth and non-Commonwealth areas and rises of £29 million (9 per cent) for Singapore and £13 million (3 per cent) for New Zealand were recorded. Supplies from the United Kingdom to each of these countries rose by £4 million.

The most significant decrease in imports was by India, a fall of £95 million (9 per cent); the value of her imports was also affected by a 36.5 devaluation of the rupee in June 1966. Imports from the United Kingdom fell by £38 million (32 per cent) and considerable decreases of £34 million, £23 million, and £11 million were also recorded for supplies from West Germany, the United States and Japan respectively. The only increase was in imports from Canada which rose by £21 million (120 per cent). Pakistan's imports decreased by £51 million (14 per cent), shipments from the United States accounting for a drop of £37 million (28 per cent) and from the EEC for a drop of £20 million (25 per cent). Imports into Pakistan from Japan also declined but rose from Soviet Eastern Europe and the People's Republic of China. Australian imports from the Commonwealth fell by £44 million (4 per cent) due mainly to a reduction of £36 million (12 per cent) in imports from the United Kingdom. Nigeria increased her trade with overseas Commonwealth countries but this was offset by a fall in her imports from the United Kingdom and from the non-Commonwealth area, mainly Japan, which resulted in a net decrease of £10 million (4 per cent). United Kingdom imports from the non-Commonwealth area rose by £277 million (7 per cent) of which £109 million came from the EEC and £52 million from Continental EFTA. Imports from overseas Commonwealth countries into the United Kingdom fell by £74 million (4 per cent).

**Table 4. Exports of principal commodities from the Overseas Commonwealth countries, 1966**

| | Unit of quantity | Exports in 1966 | | | |
|---|---|---|---|---|---|
| | | Quantity | % change over 1965 (i) | Value £ million | % change over 1965 (i) |
| Raw wool | lb. million | 2,058·6 | — | 434·4 | + 5 |
| Raw cotton | lb. million | 726·4 | + 2 | 61·4 | —11 |
| Raw jute | tons '000 | 690·1 | — 4 | 66·4 | + 1 |
| Wheat | tons '000 | 18,651·5 | + 2 | 445·9 | + 8 |
| Raw sugar | tons '000 | 3,673·6 | + 7 | 122·0 | + 2 |
| Lead | tons '000 | 596·8 | +12 | 50·1 | —12 |
| Tin | tons '000 | 82·7 | — 2 | 113·5 | — 3 |
| Copper | tons '000 | 943·4 | — 8 | 359·0 | +34 |
| Raw cocoa | tons '000 | 616·1 | —22 | 74·4 | —36 |
| Raw coffee | lb. million | 734·3 | +23 | 84·4 | +26 |
| Tea | lb. million | 958·2 | — 6 | 170·4 | —10 |
| Natural rubber | tons '000 | 1,373·3 | + 7 | 243·9 | + 7 |
| Cotton piece-goods | yds. million | 1,246·9 | — 2 | 85·4 | — 5 |
| Jute goods | tons '000 | 1,143·1 | + 2 | 202·0 | +28 |
| Meat and meat preps. | cwts. million | 20·1 | — 1 | 254·1 | + 7 |
| Dairy products | — | — | — | 133·8 | —6 |
| Hides and skins | — | — | — | 121·6 | +30 |
| Timber | — | — | — | 241·2 | — 1 |
| Iron ore | — | — | — | 181·4 | + 5 |
| Fruit | — | — | — | 105·8 | + 3 |
| Tobacco | — | — | — | 38·1 | — 9 |
| Vegetable oils | — | — | — | 54·4 | —11 |
| Oilseeds and nuts | — | — | — | 109·2 | — 2 |

(i) Comparison made with 1965 figures which exclude Rhodesia.

**Statistical notes**

Definitions of the statistics used in the tables insofar as they refer to countries of the Commonwealth were given in 'Statistical Notes' contained in the overseas sterling area trade summary published in the *Board of Trade Journal* on May 12, 1967 (page 1223).

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# Industry's stocks in the first quarter of 1967

REVISED ESTIMATES show little change (at 1958 prices, seasonally adjusted) in industry's stocks in the first quarter of 1967. The reduction in stocks in the fourth quarter of last year has not been made good. The main element in the turnround in stockbuilding between the fourth quarter of 1966 and the first quarter of 1967 was the change in retailers' stocks which rose moderately in the first quarter after substantial falls in the second half of last year; for manufacturers' and wholesalers' stocks the change between the two quarters was quite small.

The negligible rise in manufacturers' total stocks contains more substantial changes in their holdings of the different assets. Stocks of materials and fuel, which have fluctuated considerably in recent quarters, rose, but by no means sufficiently to wipe out the substantial fall which occurred in the fourth quarter of last year. Stocks of finished goods fell for the first time for two years, but the movement was largely confined to the engineering, shipbuilding and vehicles group of industries and in particular to the motor vehicle industry; there was little change in the stocks of finished goods held by the other main industry groups. Work in progress continued to increase slowly.

The overall pattern of stockbuilding, i.e. a rise in stocks of materials and fuel and a fall in stocks of finished goods was common to most industry groups, but dominated by the engineering, shipbuilding and vehicles industries in which a high proportion of stocks are held. Only in the metal manufacturing and textiles industries was there a different movement with a fall in total stockholding being largely caused by a fall in stocks of materials and fuel. Since the index of manufacturing production rose slightly in the first quarter, while manufacturers' total stockholding was stable, the stocks/production ratio fell. It remains, however, at a level higher than at any time since the beginning of 1963.

The estimate of the change in wholesalers' stocks now put at a fall of £8 million, at 1958 prices seasonally adjusted, has been considerably revised since the provisional calculation, as a result of increased coverage of the panel of contributors and revised price information. Wholesalers' stocks are now below their level at the end of 1965. The fall in the first quarter occurred in the stocks held by general wholesale distributors; stocks of dealers in industrial materials and machinery rose slightly.

**Changes in industry's stocks at 1958 prices seasonally adjusted**

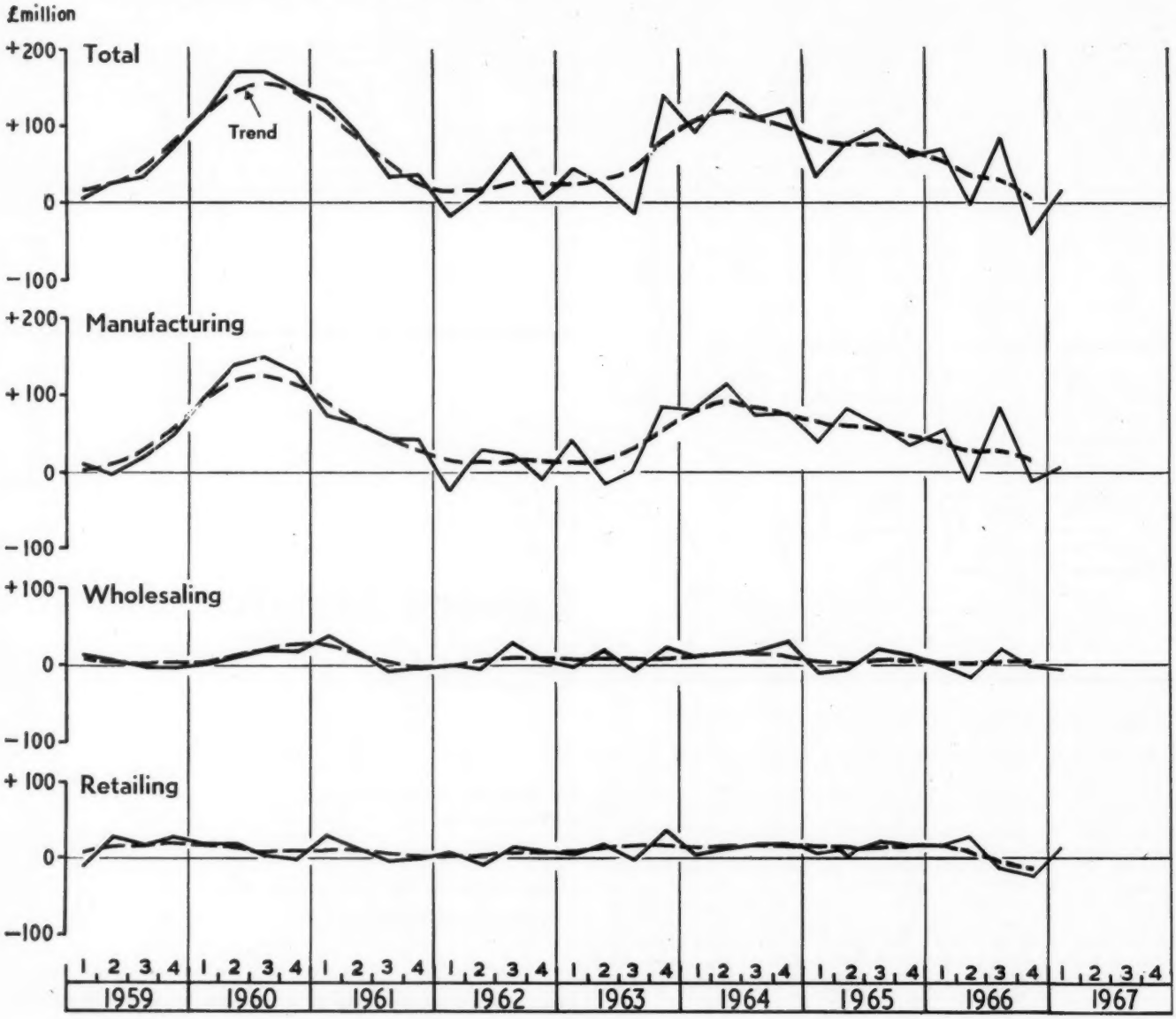

**Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)**

£ million

| Period | (b) Manufacturing | (c) Wholesaling | (d) Retailing | (e) Total |
|---|---|---|---|---|
| Level of stocks at December 31, 1966 | 6,507 | 1,039 | 1,182 | 8,728 |
| 1960 | +514 | +48 | +37 | +599 |
| 1961 | +224 | +36 | +29 | +289 |
| 1962 | + 22 | +22 | +14 | + 58 |
| 1963 | +113 | +29 | +55 | +197 |
| 1964 | +354 | +72 | +47 | +473 |
| 1965 | +217 | +19 | +43 | +279 |
| 1966 | +112 | + 3 | + 6 | +121 |
| 1960 1st quarter | + 95 | N/C | +18 | +113 |
| 2nd quarter | +141 | +11 | +18 | +170 |
| 3rd quarter | +148 | +19 | + 2 | +169 |
| 4th quarter | +130 | +18 | — 1 | +147 |
| 1961 1st quarter | + 72 | +35 | +25 | +132 |
| 2nd quarter | + 67 | +17 | +10 | + 94 |
| 3rd quarter | + 45 | — 9 | — 4 | + 32 |
| 4th quarter | + 41 | — 7 | — 2 | + 32 |
| 1962 1st quarter | — 24 | N/C | + 5 | — 19 |
| 2nd quarter | + 29 | — 7 | —10 | + 12 |
| 3rd quarter | + 25 | +26 | +11 | + 62 |
| 4th quarter | — 9 | + 3 | + 8 | + 2 |
| 1963 1st quarter | + 43 | — 1 | + 3 | + 45 |
| 2nd quarter | — 14 | +19 | +18 | + 23 |
| 3rd quarter | N/C | — 9 | — 1 | — 10 |
| 4th quarter | + 84 | +20 | +35 | +139 |
| 1964 1st quarter | + 80 | +10 | + 3 | + 93 |
| 2nd quarter | +118 | +13 | +12 | +143 |
| 3rd quarter | + 77 | +19 | +17 | +113 |
| 4th quarter | + 78 | +30 | +15 | +123 |
| 1965 1st quarter | + 39 | —10 | + 9 | + 38 |
| 2nd quarter | + 82 | — 5 | + 3 | + 80 |
| 3rd quarter | + 61 | +21 | +17 | + 99 |
| 4th quarter | + 35 | +13 | +14 | + 62 |
| 1966 1st quarter | + 53 | N/C | +19 | + 72 |
| 2nd quarter | — 11 | —15 | +26 | N/C |
| 3rd quarter | + 84 | +20 | —15 | + 89 |
| 4th quarter | — 13 | — 1 | —24 | — 38 |
| 1967 1st quarter | + 3 | — 8 | +14 | + 9 |

*Following the largest British merchandise promotion staged in the United States during 1966, Mr. Gerald Underwood (left), acting consul-general Atlanta, Georgia, presented Mr. Richard H. Rich, chairman of the Board of Rich's, with a commemorative plaque. Rich's 'Hail Britannia' promotion was a resounding success for the Atlanta store, whose buying amounted to several million dollars. Among the many spectacular British attractions arranged for the promotion was an Elizabethan village.*

**Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a)(b)(f)**

£ million

| Period | ANALYSIS BY INDUSTRY GROUP | | | | | | | ANALYSIS BY TYPE OF ASSET | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Food, drink and tobacco | Chemicals, and allied industries | Metal manufacture | Engineering, shipbuilding and vehicles | Textiles leather and clothing | Other manufacturing industries | Total all manufacturing industries | | | |
| | Standard Industrial Classification Orders | | | | | | | Materials and fuel | Work in progress | Finished goods |
| | III | IV | V | VI-IX | X-XII | XIII-XVI | III-XVI | | | |
| Level of stocks at December 31, 1966 | 851 | 578 | 489 | 3,220 | 693 | 675 | 6,507 | 2,276 | 2,418 | 1,812 |
| 1960 | +43 | +42 | +79 | +263 | +29 | +58 | +514 | +219 | +135 | +160 |
| 1961 | + 9 | +16 | +13 | +148 | + 9 | +29 | +224 | + 44 | + 93 | + 87 |
| 1962 | +22 | + 2 | —19 | + 41 | —22 | — 2 | + 22 | — 60 | + 39 | + 43 |
| 1963 | +56 | —11 | + 1 | + 57 | N/C | +10 | +113 | + 3 | + 93 | + 17 |
| 1964 | + 5 | +37 | +29 | +205 | +49 | +29 | +354 | +126 | +154 | + 74 |
| 1965 | — 4 | +17 | +20 | +148 | — 3 | +38 | +217 | + 36 | + 87 | + 93 |
| 1966 | + 1 | +20 | —18 | + 65 | +23 | +22 | +112 | — 31 | + 32 | +111 |
| 1960 1st quarter | + 2 | — 2 | +15 | + 62 | +10 | + 8 | + 95 | + 45 | + 24 | + 26 |
| 2nd quarter | +12 | +19 | +17 | + 67 | +10 | +16 | +141 | + 62 | + 40 | + 39 |
| 3rd quarter | + 8 | +16 | +29 | + 58 | +22 | +15 | +148 | + 70 | + 25 | + 53 |
| 4th quarter | +20 | +10 | +18 | + 76 | —13 | +19 | +130 | + 40 | + 47 | + 43 |
| 1961 1st quarter | + 7 | + 9 | +12 | + 30 | + 1 | +14 | + 72 | + 36 | + 37 | N/C |
| 2nd quarter | — 5 | + 8 | + 3 | + 33 | + 9 | +18 | + 67 | + 15 | + 23 | + 30 |
| 3rd quarter | +10 | + 2 | — 3 | + 34 | — 2 | + 4 | + 45 | + 13 | + 19 | + 13 |
| 4th quarter | — 3 | — 3 | + 1 | + 50 | + 1 | — 7 | + 41 | — 20 | + 15 | + 45 |
| 1962 1st quarter | + 9 | — 7 | —14 | + 4 | — 5 | —11 | — 24 | — 21 | — 8 | + 5 |
| 2nd quarter | + 9 | — 1 | — 3 | + 30 | — 4 | N/C | + 29 | — 2 | + 25 | + 7 |
| 3rd quarter | + 9 | + 5 | — 6 | + 21 | — 7 | + 3 | + 25 | — 13 | + 17 | + 20 |
| 4th quarter | — 4 | + 5 | + 4 | — 14 | — 5 | + 6 | — 9 | — 24 | + 4 | + 11 |
| 1963 1st quarter | + 5 | + 3 | + 1 | + 22 | — 8 | +19 | + 43 | — 11 | + 23 | + 31 |
| 2nd quarter | +21 | — 8 | — 2 | — 14 | — 3 | — 8 | — 14 | — 7 | + 7 | — 14 |
| 3rd quarter | — 1 | — 7 | — 1 | + 4 | + 7 | — 2 | N/C | — 1 | + 19 | — 18 |
| 4th quarter | +28 | + 1 | + 3 | + 46 | + 4 | + 2 | + 84 | + 22 | + 43 | + 18 |
| 1964 1st quarter | +10 | +10 | + 9 | + 41 | + 8 | + 1 | + 80 | + 45 | + 32 | + 2 |
| 2nd quarter | — 5 | + 9 | +16 | + 68 | +21 | + 8 | +118 | + 33 | + 47 | + 38 |
| 3rd quarter | N/C | + 8 | + 1 | + 55 | + 5 | + 9 | + 77 | + 14 | + 39 | + 24 |
| 4th quarter | + 1 | +10 | + 2 | + 40 | +14 | +10 | + 78 | + 32 | + 36 | + 10 |
| 1965 1st quarter | —12 | —18 | + 6 | + 43 | + 9 | +11 | + 39 | — 4 | + 47 | — 4 |
| 2nd quarter | — 1 | +30 | — 2 | + 49 | — 6 | +10 | + 82 | + 31 | N/C | + 51 |
| 3rd quarter | +17 | + 4 | + 8 | + 26 | — 6 | +12 | + 61 | + 10 | + 31 | + 20 |
| 4th quarter | — 9 | + 1 | + 8 | + 30 | N/C | +14 | + 35 | — 1 | + 10 | + 26 |
| 1966 1st quarter | +11 | + 8 | — 6 | + 20 | + 3 | +16 | + 53 | + 9 | + 23 | + 21 |
| 2nd quarter | — 3 | + 8 | —20 | — 1 | + 1 | + 5 | — 11 | — 31 | — 1 | + 22 |
| 3rd quarter | — 7 | + 6 | +24 | + 38 | +16 | + 6 | + 84 | + 30 | + 6 | + 48 |
| 4th quarter | N/C | — 2 | —15 | + 7 | + 3 | — 5 | — 13 | — 38 | + 5 | + 20 |
| 1967 1st quarter | + 7 | + 5 | — 6 | + 10 | —13 | + 1 | + 3 | + 11 | + 12 | — 19 |

**Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]**

£ million

| S.I.C. M.L.H. | | | 1st quarter | 2nd quarter | 3rd quarter | 4th quarter | Year | Level of stocks at December 31, 1966 |
|---|---|---|---|---|---|---|---|---|
| 810 | General wholesale distributors | 1960 | — 1 | +10 | +15 | + 2 | +26 | |
| | | 1961 | +28 | +10 | — 2 | —10 | +26 | |
| | | 1962 | — 6 | —11 | +16 | + 5 | + 4 | |
| | | 1963 | — 2 | +12 | —11 | +14 | +13 | |
| | | 1964 | + 1 | + 7 | +10 | +27 | +45 | |
| | | 1965 | — 9 | — 1 | +17 | + 5 | +12 | |
| | | 1966 | + 5 | — 9 | +24 | — 5 | +15 | 689 |
| | | 1967 | —12 | | | | | |
| 831 | Dealers in coal, builders materials, etc. | 1960 | N/C | + 1 | N/C | + 3 | + 4 | |
| | | 1961 | + 1 | + 1 | — 1 | — 1 | N/C | |
| | | 1962 | + 1 | N/C | + 2 | + 1 | + 4 | |
| | | 1963 | + 3 | + 2 | — 3 | + 3 | + 5 | |
| | | 1964 | + 3 | N/C | + 5 | — 2 | + 6 | |
| | | 1965 | — 4 | — 2 | + 1 | + 3 | — 2 | |
| | | 1966 | — 1 | N/C | — 4 | — 1 | — 6 | 88 |
| | | 1967 | — 1 | | | | | |
| 832 | Dealers in industrial materials and machinery | 1960 | + 1 | N/C | + 4 | +13 | +18 | |
| | | 1961 | + 6 | + 6 | — 6 | + 4 | +10 | |
| | | 1962 | + 5 | + 4 | + 8 | — 3 | +14 | |
| | | 1963 | — 2 | + 5 | + 5 | + 3 | +11 | |
| | | 1964 | + 6 | + 6 | + 4 | + 5 | +21 | |
| | | 1965 | + 3 | — 2 | + 3 | + 5 | + 9 | |
| | | 1966 | — 4 | — 6 | N/C | + 4 | — 6 | 262 |
| | | 1967 | + 5 | | | | | |
| | Total wholesalers | 1960 | N/C | +11 | +19 | +18 | +48 | |
| | | 1961 | +35 | +17 | 9 | — 7 | +36 | |
| | | 1962 | N/C | — 7 | +26 | + 3 | +22 | |
| | | 1963 | — 1 | +19 | — 9 | +20 | +29 | |
| | | 1964 | +10 | +13 | +19 | +30 | +72 | |
| | | 1965 | —10 | — 5 | +21 | +13 | +19 | |
| | | 1966 | N/C | —15 | +20 | — 1 | + 3 | 1,039 |
| | | 1967 | — 8 | | | | | |

**Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [a]**

£ million

| | | 1st quarter | 2nd quarter | 3rd quarter | 4th quarter | Year | Level of stocks at December 31, 1966 |
|---|---|---|---|---|---|---|---|
| Manufacturing (b) | 1960 | +125 | +178 | +127 | +161 | +591 | |
| | 1961 | +110 | +102 | + 46 | + 54 | +312 | |
| | 1962 | + 9 | + 28 | + 12 | + 29 | + 78 | |
| | 1963 | + 69 | + 4 | + 16 | +161 | +250 | |
| | 1964 | +138 | +185 | +116 | +154 | +593 | |
| | 1965 | +124 | +153 | +108 | +105 | +489 | |
| | 1966 | +162 | +137 | + 59 | — 15 | +343 | 7,702 |
| | 1967 | — 3 | | | | | |
| Wholesaling (c) | 1960 | + 7 | + 18 | + 52 | — 22 | + 55 | |
| | 1961 | + 44 | + 20 | + 15 | — 36 | + 43 | |
| | 1962 | + 6 | + 5 | + 40 | — 19 | + 32 | |
| | 1963 | — 6 | + 23 | + 23 | + 8 | + 48 | |
| | 1964 | + 14 | + 30 | + 62 | + 18 | +124 | |
| | 1965 | — 1 | + 9 | + 54 | — 14 | + 48 | |
| | 1966 | + 8 | + 1 | + 43 | — 33 | + 20 | 1,189 |
| | 1967 | — 19 | | | | | |
| Retailing (d) | 1960 | + 68 | + 15 | — 19 | — 20 | + 44 | |
| | 1961 | + 69 | + 36 | — 10 | — 34 | + 61 | |
| | 1962 | + 60 | — 1 | — 1 | — 13 | + 45 | |
| | 1963 | + 36 | — 6 | — 13 | + 26 | + 43 | |
| | 1964 | + 55 | + 13 | + 7 | + 15 | + 50 | |
| | 1965 | + 69 | — 5 | + 2 | N/C | + 66 | |
| | 1966 | + 81 | + 25 | — 23 | — 39 | + 44 | 1,362 |
| | 1967 | + 66 | | | | | |
| Total (e) | 1960 | +200 | +211 | +160 | +119 | +690 | |
| | 1961 | +223 | +158 | + 51 | — 16 | +416 | |
| | 1962 | + 75 | + 32 | + 51 | — 3 | +155 | |
| | 1963 | +119 | + 21 | + 26 | +195 | +361 | |
| | 1964 | +207 | +228 | +185 | +187 | +807 | |
| | 1965 | +192 | +157 | +164 | + 90 | +603 | |
| | 1966 | +251 | +163 | + 79 | — 86 | +407 | 10,254 |
| | 1967 | + 44 | | | | | |

Notes relating to Tables 1-4

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Headings 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in the quarterly seasonal adjustments.


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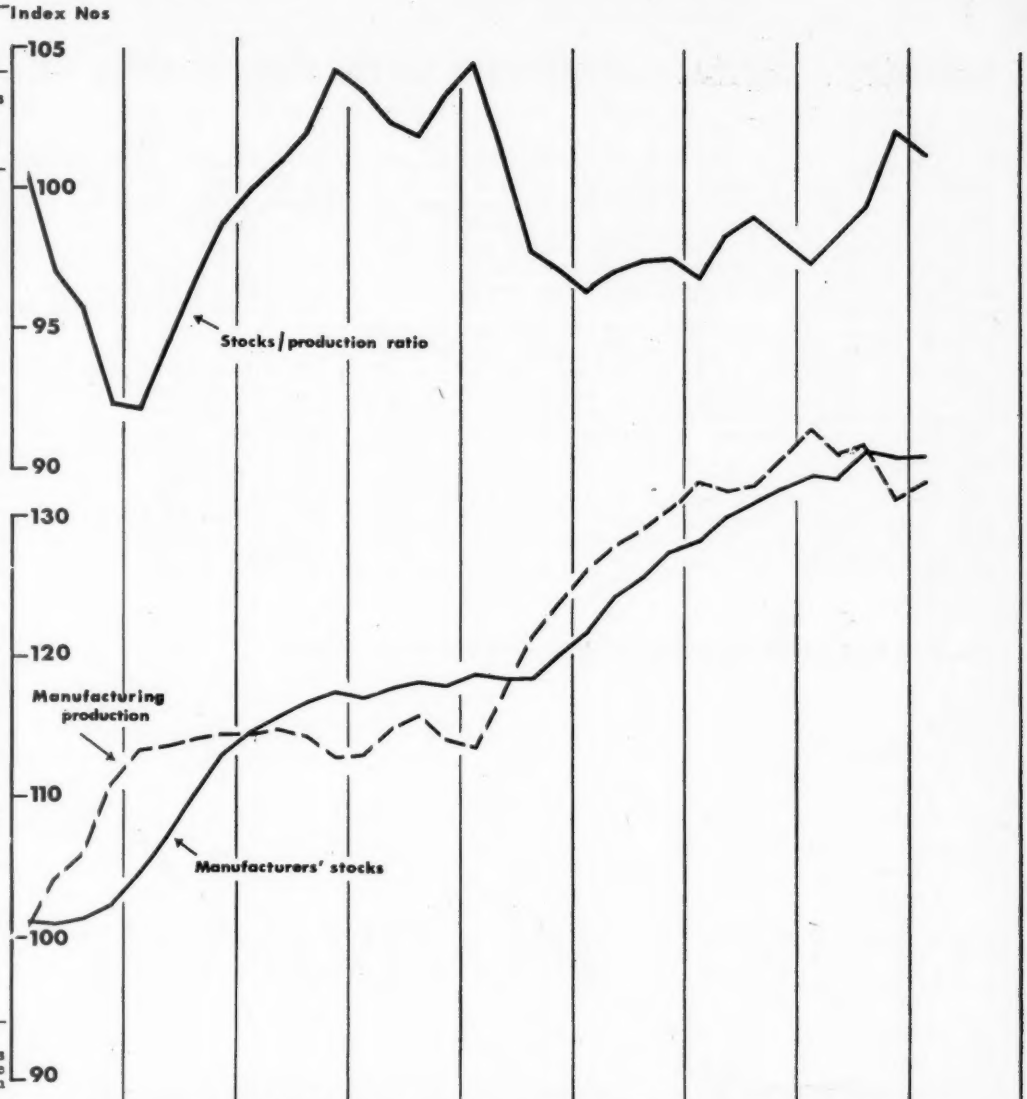
**Table 5** **The relationship of manufacturers' stocks to manufacturing production**

| Period (quarters) | | Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices) | Production (with 1958 net output weight) (2) | Ratio of stocks to production (3) |
|---|---|---|---|---|
| 1956 | 1 | 95 | 99 | 95·6 |
| | 2 | 96 | 99 | 97·1 |
| | 3 | 97 | 98 | 98·4 |
| | 4 | 97 | 98 | 98·6 |
| 1957 | 1 | 99 | 100 | 98·9 |
| | 2 | 100 | 101 | 99·0 |
| | 3 | 100 | 102 | 98·1 |
| | 4 | 100 | 100 | 100·0 |
| 1958 | 1 | 101 | 101 | 100·1 |
| | 2 | 101 | 99 | 102·3 |
| | 3 | 101 | 99 | 102·6 |
| | 4 | 101 | 99 | 101·4 |
| 1959 | 1 | 101 | 100 | 100·5 |
| | 2 | 101 | 104 | 97·0 |
| | 3 | 101 | 106 | 95·7 |
| | 4 | 102 | 111 | 92·3 |
| 1960 | 1 | 104 | 113 | 92·0 |
| | 2 | 107 | 114 | 94·4 |
| | 3 | 110 | 114 | 96·7 |
| | 4 | 113 | 114 | 98·7 |
| 1961 | 1 | 114 | 114 | 100·0 |
| | 2 | 116 | 115 | 101·0 |
| | 3 | 117 | 114 | 102·1 |
| | 4 | 118 | 113 | 104·2 |
| 1962 | 1 | 117 | 113 | 103·5 |
| | 2 | 118 | 115 | 102·3 |
| | 3 | 118 | 116 | 101·9 |
| | 4 | 118 | 114 | 103·4 |
| 1963 | 1 | 119 | 114 | 104·6 |
| | 2 | 119 | 117 | 101·0 |
| | 3 | 119 | 121 | 97·7 |
| | 4 | 120 | 124 | 97·1 |
| 1964 | 1 | 122 | 126 | 96·4 |
| | 2 | 124 | 128 | 97·1 |
| | 3 | 126 | 129 | 97·5 |
| | 4 | 128 | 131 | 97·6 |
| 1965 | 1 | 128 | 133 | 96·9 |
| | 2 | 130 | 132 | 98·6 |
| | 3 | 131 | 133 | 98·8 |
| | 4 | 132 | 134 | 98·7 |
| 1966 | 1 | 133 | 136 | 97·5 |
| | 2 | 133 | 135 | 98·5 |
| | 3 | 135 | 136 | 99·4 |
| | 4 | 134 | 132 | 102·1 |
| 1967 | 1 | 134 | 133 | 101·3 |
| | 2 | | | |
| | 3 | | | |
| | 4 | | | |




**Notes**

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.


# Monthly Digest of Statistics

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# Industry's capital expenditure in the first quarter of 1967

REVISED ESTIMATES show a small rise (at 1958 prices, seasonally adjusted) in industry's capital expenditure between the fourth quarter of 1966 and the first quarter of 1967. This movement was, however, due to a substantial increase in the expenditure of the shipping industry which is reflected in the increase in expenditure on vehicles; expenditure on plant and machinery also recovered to the average quarterly rate of expenditure in 1966, but new building work continued to fall.

Manufacturers' expenditure in the first quarter is now estimated at £295 million (at 1958 prices, seasonally adjusted) which is marginally below expenditure in the fourth quarter of last year. The fall is entirely due to expenditure on new building work which fell back after rising in the second half of 1966. Expenditure on plant and machinery remained buoyant and that on vehicles, although below the high quarterly rate of expenditure in 1966 did not fall from the fourth quarter level. Capital expenditure by the food, drink and tobacco and the mineral oil refining industries rose to peak levels; these movements were, however, balanced by rather sharp falls in the expenditure of the chemicals and the paper, printing and publishing industries.

The investment of the distributive and service industries (excluding shipping) at £247 million was much the same as in the fourth quarter of last year, but slightly below the average quarterly capital expenditure in 1966. Expenditure on plant and machinery rose, but that on vehicles, which had remained high throughout last year fell rather sharply. Wholesalers' investment recovered after falling in the fourth quarter, but this was balanced by small falls in investment by retailers and other service industries.

Investment by the shipping industry, which was unsually low in the fourth quarter of 1966, increased substantially to a high level in the first quarter of 1967. Expenditure by shipowners fluctuates considerably since expenditure on individual ships can be substantial and payments may be made at irregular intervals over the course of construction. If expenditure in the last two quarters is taken together the average is much the same as expenditure in the third quarter of last year and somewhat above that in the preceding quarters, which suggest some upward trend in investment in shipping.

**Industry's fixed capital expenditure at 1958 prices seasonally adjusted**

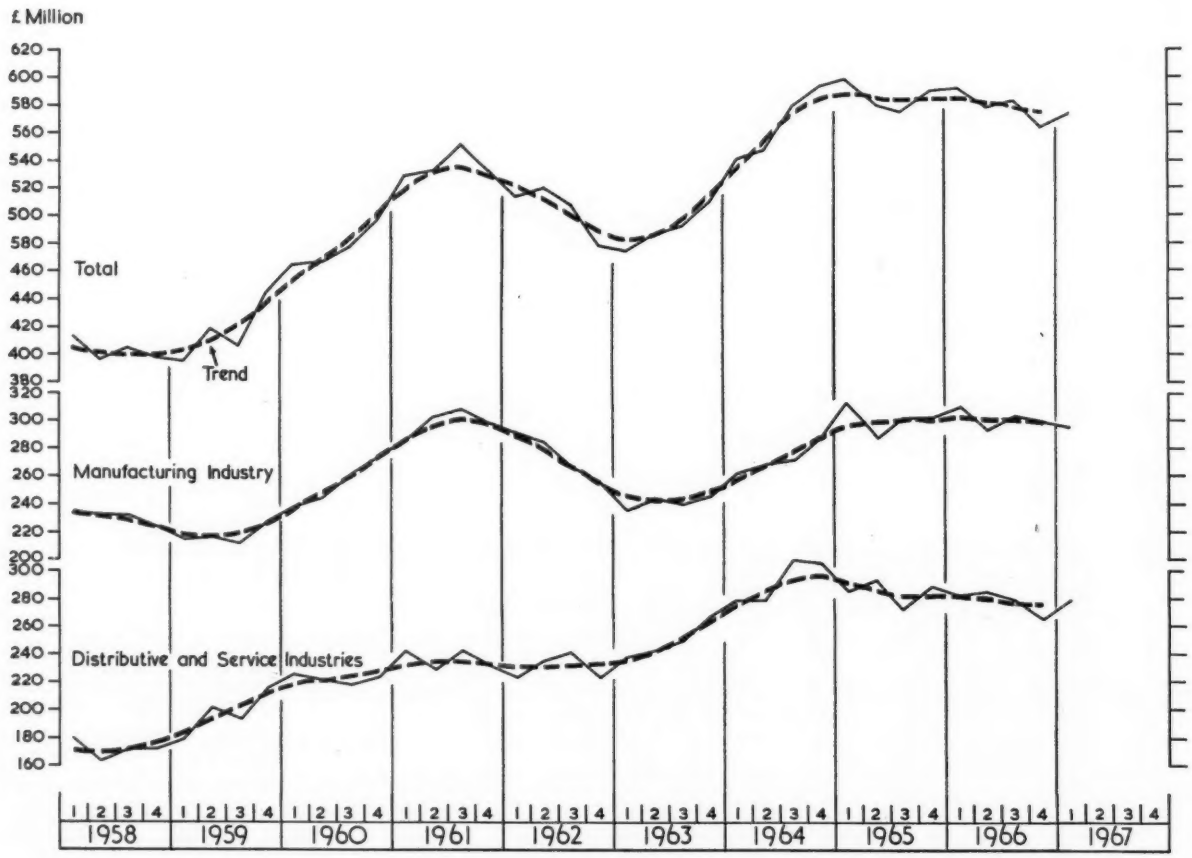

**Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted [a]**

£ million

| Period | ANALYSIS BY INDUSTRIAL SECTORS | | Total | ANALYSIS BY TYPE OF ASSET | | |
|---|---|---|---|---|---|---|
| | Manufacturing Industry (b) | Distributive and Service Industries (c) | | New Building Work | Vehicles | Plant and Machinery |
| 1958 | 922 | 688 | 1,610 | 451 | 360 | 799 |
| 1959 | 871 | 792 | 1,663 | 460 | 403 | 800 |
| 1960 | 1,016 | 890 | 1,906 | 547 | 456 | 903 |
| 1961 | 1,195 | 948 | 2,143 | 648 | 435 | 1,060 |
| 1962 | 1,098 | 923 | 2,021 | 646 | 386 | 990 |
| 1963 | 964 | 992 | 1,956 | 595 | 427 | 935 |
| 1964 | 1,092 | 1,171 | 2,263 | 677 | 524 | 1,062 |
| 1965 | 1,203 | 1,140 | 2,343 | 706 | 496 | 1,141 |
| 1966 | 1,205 | 1,112 | 2,317 | 652 | 531 | 1,135 |
| 1961 1st quarter | 286 | 242 | 528 | 154 | 118 | 256 |
| 2nd quarter | 302 | 230 | 532 | 163 | 104 | 265 |
| 3rd quarter | 308 | 243 | 551 | 163 | 114 | 274 |
| 4th quarter | 299 | 233 | 532 | 168 | 99 | 265 |
| 1962 1st quarter | 291 | 223 | 514 | 163 | 96 | 255 |
| 2nd quarter | 284 | 234 | 518 | 164 | 101 | 253 |
| 3rd quarter | 267 | 241 | 508 | 170 | 95 | 243 |
| 4th quarter | 256 | 225 | 481 | 149 | 94 | 239 |
| 1963 1st quarter | 235 | 237 | 472 | 143 | 100 | 228 |
| 2nd quarter | 244 | 239 | 483 | 149 | 102 | 233 |
| 3rd quarter | 240 | 249 | 489 | 148 | 107 | 235 |
| 4th quarter | 245 | 267 | 512 | 155 | 118 | 239 |
| 1964 1st quarter | 262 | 279 | 541 | 157 | 126 | 258 |
| 2nd quarter | 269 | 279 | 548 | 163 | 124 | 261 |
| 3rd quarter | 272 | 308 | 580 | 176 | 139 | 265 |
| 4th quarter | 289 | 305 | 594 | 181 | 135 | 278 |
| 1965 1st quarter | 312 | 286 | 598 | 188 | 118 | 292 |
| 2nd quarter | 287 | 293 | 580 | 177 | 130 | 273 |
| 3rd quarter | 302 | 272 | 574 | 172 | 118 | 284 |
| 4th quarter | 302 | 289 | 591 | 169 | 130 | 292 |
| 1966 1st quarter | 310 | 283 | 592 | 169 | 130 | 293 |
| 2nd quarter | 293 | 285 | 578 | 160 | 137 | 282 |
| 3rd quarter | 303 | 280 | 583 | 159 | 139 | 285 |
| 4th quarter | 299 | 265 | 564 | 164 | 125 | 275 |
| 1967 1st quarter | 295 | 279 | 574 | 156 | 134 | 284 |

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

*Advertisement of Company Meeting*

# ULTRAMAR COMPANY LIMITED

## *LORD TANGLEY'S REVIEW*

THE 31st annual general meeting of Ultramar Company Limited was held on June 28 in London. The Rt. Hon. Lord Tangley, K.B.E., LL.D. (the chairman) presided and, in the course of his speech, said:

For the year 1966 the Ultramar Group set up new records for sales of oil products at 54,000 barrels per day, and in refinery runs of 20,000 barrels per day. In addition, a record 19,000 barrels per day of Ultramar purchased crude was delivered to the Panama refinery in which we are acquiring a one-third equity interest and from which we purchase the products obtained from crude which we supply. The financial result for the Group was a record gross revenue of almost £36,000,000 whilst net profit at £678,000 showed an increase of over 21 per cent compared with 1965.

The Ultramar Group is continuing its expansion policy in 1967. The Newfoundland refinery additions were completed in April and throughout has risen by over 3,000 barrels per day. The capacity of the Panama refinery is to be increased by 15,000 barrels per day and the California refinery has been improved. There will be construction and acquisition of further gasoline stations and storage facilities mainly in Canada. There will also be an expansion of bunkering and marketing in Panama.

So far in 1967 we have seen a notable improvement in our operations. For the first half of last year our Group net profit after taxation was £243,000. For the first half of this year I expect to see a Group net profit of about £400,000, an increase of 65 per cent.

The uncertainty arising from events in the Middle East inhibits me from making any firm prediction in respect of the second half of 1967, but I shall be surprised if the Group net profit for that period does not exceed the profit for the second half of 1966.

The report and accounts were adopted.

**Manufacturing industry's fixed capital expenditure, by asset, at 1958 prices, seasonally adjusted**

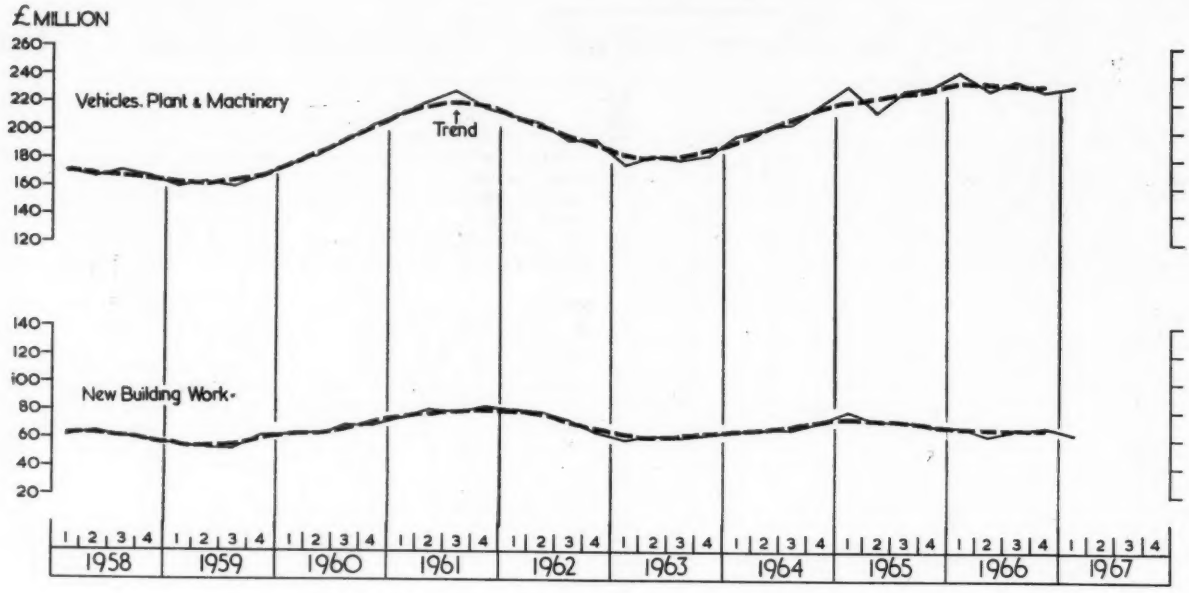


**Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted** (a), (b), (d)

£ million

| Period | ANALYSIS BY INDUSTRY GROUP | | | | | | | | | | ANALYSIS BY TYPE OF ASSET | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Food, Drink and Tobacco | Mineral Oil Refining | Chemicals, Paint and Printing Ink | Metal Manufacture | Engineering Shipbuilding, and Metal Goods | Vehicles | Textiles, Leather and Clothing | Paper Printing and Publishing | Other Manufacturing Industries | Total All Manufacturing Industries | | | |
| | Standard Industrial Classification Orders | | | | | | | | | | | | |
| | III | Part of IV | Part of IV | V | VI, VII and IX | VIII | X to XII | XV | XIII, XIV and XVI | III to XVI | New Building Work | Vehicles | Plant and Machinery |
| 1958 | 112·6 | 39·7 | 157·3 | 143·5 | 204·8 | 69·8 | 63·6 | 65·2 | 65·1 | 921·6 | 247·0 | 52·4 | 622·2 |
| 1959 | 106·5 | 23·5 | 145·5 | 129·7 | 200·8 | 69·0 | 66·5 | 60·3 | 69·1 | 870·9 | 223·8 | 57·1 | 590·0 |
| 1960 | 128·5 | 15·3 | 134·5 | 186·1 | 228·9 | 78·3 | 85·2 | 67·8 | 91·6 | 1,016·2 | 263·5 | 75·3 | 677·4 |
| 1961 | 136·9 | 22·8 | 162·8 | 242·4 | 250·5 | 104·2 | 101·5 | 74·4 | 99·7 | 1,195·2 | 318·1 | 71·8 | 805·3 |
| 1962 | 134·8 | 16·3 | 161·6 | 208·2 | 220·0 | 93·8 | 87·1 | 74·9 | 101·3 | 1,098·0 | 297·9 | 61·8 | 738·3 |
| 1963 | 135·2 | 24·8 | 126·9 | 114·7 | 218·1 | 89·3 | 79·5 | 74·1 | 101·2 | 963·8 | 244·1 | 75·5 | 644·2 |
| 1964 | 150·4 | 25·6 | 158·6 | 104·4 | 260·1 | 77·7 | 106·9 | 83·6 | 124·3 | 1,091·6 | 271·1 | 92·0 | 728·5 |
| 1965 | 155·1 | 24·8 | 196·0 | 102·2 | 277·1 | 93·5 | 121·7 | 91·2 | 141·3 | 1,202·9 | 296·0 | 97·6 | 809·3 |
| 1966 | 141·0 | 39·8 | 207·4 | 111·0 | 270·1 | 90·1 | 114·2 | 82·2 | 149·3 | 1,205·1 | 267·7 | 114·8 | 822·6 |
| 1961 1st quarter | 33·9 | 3·3 | 39·8 | 59·4 | 60·8 | 24·6 | 23·8 | 16·8 | 23·7 | 286·1 | 74·3 | 19·0 | 192·8 |
| 2nd quarter | 34·8 | 6·1 | 39·8 | 62·1 | 64·0 | 25·7 | 25·2 | 17·7 | 26·8 | 302·2 | 80·8 | 19·0 | 202·4 |
| 3rd quarter | 34·0 | 6·3 | 42·4 | 61·4 | 63·3 | 27·3 | 27·9 | 20·6 | 24·9 | 308·1 | 80·4 | 17·8 | 209·9 |
| 4th quarter | 34·2 | 7·1 | 40·8 | 59·5 | 62·4 | 26·6 | 24·6 | 19·3 | 24·3 | 298·8 | 82·6 | 16·0 | 200·2 |
| 1962 1st quarter | 33·7 | 3·9 | 43·4 | 56·8 | 59·3 | 25·1 | 25·1 | 18·9 | 24·7 | 290·9 | 80·8 | 16·5 | 193·6 |
| 2nd quarter | 33·1 | 3·9 | 42·4 | 58·2 | 56·3 | 22·9 | 22·2 | 19·2 | 25·4 | 283·6 | 78·7 | 14·7 | 190·2 |
| 3rd quarter | 33·1 | 4·4 | 37·9 | 47·6 | 54·8 | 24·6 | 19·9 | 18·8 | 25·9 | 267·0 | 74·1 | 15·2 | 177·7 |
| 4th quarter | 34·9 | 4·1 | 37·9 | 45·6 | 49·6 | 21·2 | 19·9 | 18·0 | 25·3 | 256·5 | 64·3 | 15·4 | 176·8 |
| 1963 1st quarter | 31·1 | 4·6 | 30·6 | 33·8 | 54·1 | 21·5 | 18·9 | 17·8 | 22·3 | 234·7 | 58·6 | 16·3 | 159·8 |
| 2nd quarter | 34·1 | 5·9 | 32·5 | 31·0 | 55·4 | 22·8 | 18·9 | 19·0 | 24·6 | 244·2 | 61·9 | 18·7 | 163·6 |
| 3rd quarter | 33·7 | 6·8 | 31·8 | 24·8 | 55·9 | 22·0 | 20·2 | 19·0 | 26·1 | 240·3 | 60·8 | 20·0 | 159·5 |
| 4th quarter | 36·3 | 7·5 | 32·0 | 25·1 | 52·7 | 23·0 | 21·5 | 18·3 | 28·2 | 244·6 | 62·8 | 20·5 | 161·3 |
| 1964 1st quarter | 37·1 | 9·5 | 35·3 | 25·8 | 62·2 | 19·7 | 23·3 | 20·3 | 28·5 | 261·7 | 66·0 | 22·5 | 173·2 |
| 2nd quarter | 37·7 | 6·0 | 37·7 | 25·0 | 65·6 | 21·0 | 26·0 | 19·2 | 30·6 | 268·8 | 66·6 | 22·9 | 179·3 |
| 3rd quarter | 38·9 | 5·0 | 39·7 | 26·8 | 65·0 | 16·5 | 27·1 | 22·1 | 31·2 | 272·3 | 66·8 | 23·0 | 182·5 |
| 4th quarter | 36·7 | 5·1 | 45·9 | 26·8 | 67·3 | 20·5 | 30·5 | 22·0 | 34·0 | 288·8 | 71·7 | 23·6 | 193·5 |
| 1965 1st quarter | 39·5 | 6·2 | 48·5 | 26·2 | 74·1 | 23·5 | 32·5 | 24·3 | 37·2 | 312·0 | 80·0 | 24·4 | 207·6 |
| 2nd quarter | 37·2 | 5·8 | 46·3 | 25·1 | 66·3 | 22·1 | 28·7 | 24·0 | 31·2 | 286·7 | 72·5 | 23·7 | 190·5 |
| 3rd quarter | 40·1 | 5·9 | 52·5 | 26·4 | 66·2 | 22·2 | 31·6 | 20·9 | 36·3 | 302·1 | 73·2 | 23·3 | 205·6 |
| 4th quarter | 38·3 | 6·9 | 48·7 | 24·5 | 70·5 | 25·7 | 28·9 | 22·0 | 36·6 | 302·1 | 70·3 | 26·2 | 205·6 |
| 1966 1st quarter | 36·9 | 7·8 | 56·4 | 27·5 | 67·8 | 25·5 | 29·2 | 19·3 | 40·0 | 310·4 | 68·6 | 29·3 | 212·5 |
| 2nd quarter | 34·4 | 9·1 | 48·4 | 25·7 | 68·5 | 22·9 | 30·5 | 19·8 | 33·5 | 292·8 | 62·6 | 30·6 | 199·6 |
| 3rd quarter | 35·0 | 11·8 | 51·2 | 28·4 | 67·9 | 20·1 | 28·1 | 20·0 | 40·9 | 303·4 | 67·3 | 28·6 | 207·5 |
| 4th quarter | 34·7 | 11·1 | 51·4 | 29·4 | 65·9 | 21·6 | 26·4 | 23·1 | 34·9 | 298·5 | 69·2 | 26·3 | 203·0 |
| 1967 1st quarter | 41·3 | 14·2 | 42·3 | 29·6 | 65·3 | 23·8 | 25·9 | 18·2 | 34·6 | 295·2 | 62·9 | 26·0 | 206·3 |

**Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a), (c), (d)**

£ million

| Period | Shipping Industry | OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES | | | | New Building Work | Vehicles | Plant and Machinery |
|---|---|---|---|---|---|---|---|---|
| | | Wholesale Distribution | Retail Distribution | Other Industries | Total | | | |
| | | Standard Industrial Classification Headings | | | | | | |
| | S.I.C. 704 | 810, 831, 832 | 820 | XVII, Part of XIX, XXI, Part of XXII and XXIII | XVII, Part of XIX, XX Part of XXI, Part of XXII and XXIII | | | |
| 1958 | 147 | 73 | 130 | 338 | 541 | 203 | 161 | 177 |
| 1959 | 161 | 92 | 163 | 376 | 631 | 235 | 186 | 210 |
| 1960 | 158 | 100 | 175 | 457 | 732 | 284 | 222 | 226 |
| 1961 | 126 | 105 | 195 | 522 | 822 | 330 | 237 | 255 |
| 1962 | 104 | 116 | 187 | 515 | 820 | 347 | 221 | 252 |
| 1963 | 85 | 126 | 204 | 577 | 907 | 351 | 266 | 291 |
| 1964 | 124 | 145 | 232 | 670 | 1,047 | 405 | 308 | 335 |
| 1965 | 93 | 153 | 215 | 679 | 1,047 | 411 | 306 | 333 |
| 1966 | 91 | 160 | 189 | 672 | 1,021 | 384 | 325 | 313 |
| 1961 1st quarter | 39 | 28 | 44 | 131 | 203 | 80 | 60 | 63 |
| 2nd quarter | 27 | 27 | 47 | 129 | 203 | 82 | 58 | 63 |
| 3rd quarter | 31 | 26 | 52 | 134 | 212 | 83 | 65 | 64 |
| 4th quarter | 29 | 24 | 52 | 128 | 204 | 85 | 54 | 65 |
| 1962 1st quarter | 26 | 25 | 52 | 120 | 197 | 83 | 53 | 61 |
| 2nd quarter | 33 | 27 | 48 | 126 | 201 | 85 | 53 | 63 |
| 3rd quarter | 22 | 33 | 46 | 140 | 219 | 96 | 58 | 65 |
| 4th quarter | 23 | 31 | 41 | 129 | 202 | 83 | 57 | 63 |
| 1963 1st quarter | 23 | 29 | 52 | 133 | 214 | 85 | 61 | 68 |
| 2nd quarter | 18 | 32 | 47 | 142 | 221 | 87 | 65 | 69 |
| 3rd quarter | 22 | 31 | 51 | 145 | 227 | 87 | 65 | 76 |
| 4th quarter | 22 | 34 | 54 | 157 | 245 | 92 | 75 | 78 |
| 1964 1st quarter | 28 | 35 | 57 | 159 | 251 | 91 | 76 | 85 |
| 2nd quarter | 27 | 34 | 60 | 158 | 252 | 96 | 74 | 82 |
| 3rd quarter | 37 | 36 | 58 | 177 | 271 | 109 | 79 | 83 |
| 4th quarter | 32 | 40 | 57 | 176 | 273 | 109 | 79 | 85 |
| 1965 1st quarter | 15 | 41 | 56 | 174 | 271 | 108 | 79 | 86 |
| 2nd quarter | 30 | 38 | 54 | 171 | 263 | 105 | 76 | 82 |
| 3rd quarter | 22 | 38 | 53 | 159 | 250 | 99 | 73 | 78 |
| 4th quarter | 26 | 36 | 52 | 175 | 263 | 99 | 78 | 87 |
| 1966 1st quarter | 23 | 40 | 50 | 170 | 260 | 100 | 78 | 81 |
| 2nd quarter | 23 | 43 | 46 | 173 | 262 | 97 | 84 | 82 |
| 3rd quarter | 27 | 41 | 46 | 166 | 253 | 92 | 83 | 78 |
| 4th quarter | 19 | 36 | 47 | 163 | 246 | 95 | 80 | 72 |
| 1967 1st quarter | 33 | 42 | 45 | 160 | 247 | 93 | 75 | 78 |

**Table 4. Industry's fixed capital expenditure at current prices (a)**

£ million

| Period | Manufacturing Industry (b) | Distributive and Service Industries (c) | Total |
|---|---|---|---|
| 1958 | 922 | 688 | 1,610 |
| 1959 | 867 | 782 | 1,649 |
| 1960 | 1,021 | 880 | 1,901 |
| 1961 | 1,239 | 953 | 2,192 |
| 1962 | 1,168 | 951 | 2,119 |
| 1963 | 1,044 | 1,024 | 2,068 |
| 1964 | 1,216 | 1,221 | 2,437 |
| 1965 | 1,401 | 1,228 | 2,629 |
| 1966 | 1,456 | 1,224 | 2,680 |
| 1961 1st quarter | 273 | 237 | 510 |
| 2nd quarter | 304 | 227 | 531 |
| 3rd quarter | 331 | 235 | 566 |
| 4th quarter | 331 | 254 | 585 |
| 1962 1st quarter | 286 | 224 | 510 |
| 2nd quarter | 294 | 238 | 532 |
| 3rd quarter | 290 | 241 | 531 |
| 4th quarter | 298 | 248 | 546 |
| 1963 1st quarter | 237 | 241 | 478 |
| 2nd quarter | 260 | 242 | 502 |
| 3rd quarter | 261 | 250 | 511 |
| 4th quarter | 286 | 291 | 577 |
| 1964 1st quarter | 268 | 282 | 550 |
| 2nd quarter | 295 | 287 | 582 |
| 3rd quarter | 303 | 308 | 611 |
| 4th quarter | 350 | 344 | 694 |
| 1965 1st quarter | 333 | 299 | 632 |
| 2nd quarter | 329 | 308 | 637 |
| 3rd quarter | 352 | 282 | 634 |
| 4th quarter | 387 | 339 | 726 |
| 1966 1st quarter | 347 | 303 | 650 |
| 2nd quarter | 346 | 306 | 652 |
| 3rd quarter | 366 | 295 | 661 |
| 4th quarter | 397 | 320 | 717 |
| 1967 1st quarter | 337 | 303 | 640 |

**Notes relating to Tables 1, 2, 3 and 4**

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

## DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

*Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.*

*The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.*

*This fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, telex 9912 CUSEX Southend).*

UNITED KINGDOM OVERSEAS TRADE

# Unit value and volume index numbers for May

**United Kingdom import and export unit value index numbers**

TABLE 1

(1961 = 100)

| | IMPORTS | | | | | EXPORTS | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | Manufactured Goods | | | | | | (1) TERMS OF TRADE |
| | Total | Food, Beverages and Tobacco | Basic Materials | Fuels | Manufactured Goods | Total | Non-Manufactures | Total | Chemicals | Textiles | Metals | Machinery and Transport Eqpt. | Other | |
| Section or Division. | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | | |
| Weights. . . | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 | |
| 1955 . . . | 108 | 109 | 108 | 112 | 106 | 92 | 106 | 90 | 114 | 95 | 93 | 85 | 89 | 86 |
| 1956 . . . | 110 | 109 | 111 | 119 | 107 | 95 | 112 | 93 | 113 | 94 | 99 | 88 | 92 | 87 |
| 1957 . . . | 111 | 109 | 115 | 138 | 100 | 100 | 122 | 96 | 114 | 96 | 102 | 92 | 94 | 89 |
| 1958 . . . | 103 | 104 | 100 | 120 | 96 | 99 | 108 | 97 | 109 | 96 | 103 | 95 | 94 | 96 |
| 1959 . . . | 102 | 105 | 98 | 111 | 98 | 98 | 103 | 97 | 108 | 92 | 99 | 97 | 95 | 96 |
| 1960 . . . | 102 | 104 | 101 | 104 | 101 | 100 | 102 | 99 | 104 | 96 | 101 | 99 | 97 | 97 |
| 1961 . . . | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 1962 . . . | 99 | 102 | 96 | 98 | 99 | 101 | 99 | 102 | 98 | 100 | 101 | 103 | 102 | 102 |
| 1963 . . . | 103 | 111 | 97 | 97 | 101 | 104 | 103 | 104 | 100 | 102 | 102 | 106 | 104 | 101 |
| 1964 . . . | 107 | 115 | 103 | 95 | 105 | 106 | 107 | 106 | 101 | 107 | 106 | 107 | 105 | 99 |
| 1965 . . . | 107 | 113 | 102 | 90 | 109 | 108 | 104 | 109 | 104 | 109 | 113 | 110 | 108 | 102 |
| 1966 . . . | 109 | 114 | 103 | 84 | 114 | 112 | 104 | 114 | 106 | 111 | 119 | 114 | 113 | 103 |
| 1964 1st quarter . | 107 | 118 | 102 | 96 | 103 | 105 | 107 | 105 | 101 | 105 | 104 | 106 | 104 | 98 |
| 2nd quarter . | 106 | 115 | 103 | 96 | 104 | 106 | 108 | 105 | 101 | 107 | 105 | 107 | 104 | 99 |
| 3rd quarter . | 106 | 113 | 103 | 94 | 106 | 107 | 108 | 107 | 101 | 107 | 107 | 107 | 106 | 101 |
| 4th quarter . | 107 | 113 | 103 | 94 | 108 | 107 | 106 | 107 | 102 | 108 | 110 | 108 | 105 | 100 |
| 1965 1st quarter . | 107 | 115 | 102 | 93 | 108 | 108 | 106 | 108 | 103 | 109 | 111 | 109 | 106 | 100 |
| 2nd quarter . | 107 | 114 | 102 | 92 | 108 | 108 | 104 | 109 | 104 | 110 | 112 | 109 | 108 | 101 |
| 3rd quarter . | 106 | 112 | 102 | 90 | 109 | 109 | 103 | 110 | 105 | 108 | 114 | 110 | 109 | 102 |
| 4th quarter . | 107 | 113 | 102 | 89 | 110 | 109 | 103 | 111 | 105 | 109 | 114 | 111 | 110 | 102 |
| 1966 1st quarter . | 108 | 113 | 103 | 88 | 112 | 111 | 104 | 112 | 105 | 110 | 118 | 112 | 111 | 102 |
| 2nd quarter . | 110 | 117 | 105 | 87 | 114 | 113 | 105 | 114 | 108 | 111 | 121 | 114 | 113 | 102 |
| 3rd quarter . | 109 | 114 | 103 | 84 | 116 | 113 | 104 | 115 | 108 | 111 | 122 | 115 | 113 | 104 |
| 4th quarter . | 109 | 114 | 102 | 83 | 116 | 113 | 102 | 115 | 106 | 111 | 119 | 116 | 115 | 104 |
| 1967 1st quarter . | 108 | 115 | 100 | 82 | 116 | 114 | 102 | 116 | 106 | 112 | 119 | 117 | 116 | 105 |
| 1965 May . . | 107 | 115 | 102 | 92 | 108 | 108 | 104 | 109 | 104 | 110 | 112 | 109 | 107 | 101 |
| June . . | 107 | 113 | 102 | 91 | 108 | 108 | 103 | 109 | 104 | 110 | 113 | 109 | 108 | 101 |
| July . . | 106 | 111 | 102 | 91 | 108 | 108 | 103 | 109 | 104 | 109 | 113 | 110 | 108 | 102 |
| August . . | 106 | 111 | 102 | 90 | 109 | 109 | 103 | 110 | 104 | 109 | 113 | 110 | 109 | 102 |
| September . | 107 | 112 | 103 | 90 | 109 | 109 | 102 | 110 | 105 | 108 | 114 | 110 | 110 | 102 |
| October . . | 107 | 112 | 103 | 89 | 110 | 109 | 102 | 110 | 105 | 109 | 113 | 111 | 110 | 102 |
| November . | 107 | 113 | 102 | 89 | 111 | 109 | 102 | 110 | 105 | 108 | 115 | 111 | 110 | 102 |
| December . | 107 | 113 | 103 | 88 | 110 | 110 | 103 | 111 | 105 | 109 | 114 | 111 | 111 | 102 |
| 1966 January . . | 107 | 112 | 103 | 89 | 112 | 110 | 104 | 111 | 105 | 109 | 116 | 112 | 111 | 103 |
| February . | 108 | 113 | 104 | 89 | 112 | 111 | 105 | 112 | 105 | 110 | 117 | 112 | 112 | 102 |
| March . . | 109 | 115 | 104 | 88 | 114 | 112 | 105 | 113 | 106 | 111 | 120 | 113 | 112 | 102 |
| April . . | 110 | 116 | 104 | 88 | 114 | 112 | 105 | 113 | 108 | 110 | 120 | 113 | 113 | 102 |
| May . . | 110 | 118 | 105 | 87 | 113 | 112 | 104 | 114 | 108 | 111 | 121 | 114 | 111 | 102 |
| June . . | 110 | 117 | 105 | 85 | 115 | 113 | 105 | 114 | 108 | 112 | 121 | 114 | 114 | 103 |
| July . . | 109 | 113 | 104 | 84 | 116 | 113 | 106 | 115 | 108 | 111 | 123 | 115 | 113 | 104 |
| August . . | 109 | 113 | 103 | 84 | 116 | 113 | 105 | 115 | 108 | 111 | 122 | 115 | 113 | 104 |
| September . | 109 | 115 | 102 | 84 | 116 | 113 | 103 | 115 | 107 | 110 | 122 | 115 | 114 | 104 |
| October . . | 108 | 113 | 102 | 84 | 114 | 113 | 103 | 115 | 106 | 111 | 120 | 116 | 114 | 105 |
| November . | 109 | 114 | 101 | 83 | 117 | 113 | 102 | 115 | 107 | 111 | 118 | 116 | 115 | 104 |
| December . | 109 | 115 | 101 | 83 | 117 | 113 | 101 | 115 | 105 | 112 | 119 | 117 | 115 | 104 |
| 1967 January . . | 109 | 115 | 101 | 83 | 116 | 114 | 102 | 116 | 105 | 111 | 120 | 117 | 116 | 105 |
| February . | 109 | 115 | 99 | 82 | 117 | 114 | 101 | 115 | 107 | 112 | 118 | 117 | 116 | 105 |
| March . . | 108 | 114 | 100 | 81 | 115 | 114 | 102 | 115 | 107 | 112 | 118 | 117 | 116 | 105 |
| April . . | 108 | 115 | 100 | 81 | 114 | 114 | 100 | 116 | 106 | 111 | 118 | 117 | 116 | 105 |
| May . . | 107 | 115 | 99 | 81 | 113 | 114 | 101 | 116 | 106 | 113 | 118 | 118 | 116 | 106 |

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

## UNIT VALUE AND VOLUME INDEX NUMBERS

THERE WAS A gradual fall in the import unit value index during the first five months of this year and over the period as a whole it was about 1 per cent lower on average than in the second half of last year. The export unit value index was about ½ per cent higher in the first five months of this year, when compared with the second half of last year. The terms of trade over the period January to May were 1 point more favourable than during the latter half of 1966.

The decline in the import unit value this year was partly due to a further though moderate fall in the value of basic materials, a continuance of the fall in the unit value of fuels and an easing back in the unit value of manufactured goods (attributable in the main to lower average values for imported copper). Unit values of imported food, drink and tobacco, however, were slightly higher due to some extent to seasonal factors.

The small increase in the export unit value this year was accounted for by small rises in the unit values of machinery and transport equipment and of textiles. The unit values of chemicals, metals and non-manufactured goods showed little change in the course of the first five months of this year after falling during the second half of last year.

Trends in the volume of trade will be discussed in the quarterly articles which analyse United Kingdom trade in more detail than in the monthly commentaries.

**Note:**

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

## EXPORT INFORMATION CENTRE

*The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.*

**United Kingdom import and export volume index numbers (unadjusted)**

TABLE 2 (1961 = 100)

| | IMPORTS | | | | | EXPORTS | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | Manufactured Goods | | | | | |
| | Total | Food, Beverages and Tobacco | Basic Materials | Fuels | Manufactured Goods | Total | Non-Manufactures | Total | Chemicals | Textiles | Metals | Machinery and Transport Eqpt. | Other |
| Section or Division | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | |
| Weights | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 |
| 1955 | 80 | 88 | 102 | 75 | 62 | 87 | 85 | 85 | 65 | 135 | 86 | 82 | 87 |
| 1956 | 80 | 90 | 99 | 71 | 62 | 91 | 89 | 91 | 69 | 129 | 97 | 89 | 87 |
| 1957 | 83 | 93 | 103 | 70 | 66 | 93 | 88 | 93 | 74 | 128 | 100 | 91 | 87 |
| 1958 | 84 | 98 | 92 | 76 | 67 | 89 | 88 | 89 | 71 | 109 | 93 | 90 | 84 |
| 1959 | 90 | 98 | 98 | 88 | 76 | 93 | 90 | 92 | 81 | 109 | 99 | 92 | 89 |
| 1960 | 101 | 100 | 107 | 96 | 100 | 97 | 92 | 97 | 93 | 109 | 98 | 97 | 93 |
| 1961 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 1962 | 103 | 104 | 96 | 112 | 103 | 102 | 110 | 101 | 107 | 99 | 100 | 100 | 102 |
| 1963 | 107 | 102 | 101 | 119 | 112 | 108 | 120 | 106 | 113 | 101 | 100 | 107 | 110 |
| 1964 | 119 | 104 | 108 | 128 | 136 | 111 | 115 | 111 | 126 | 105 | 102 | 107 | 123 |
| 1965 | 120 | 102 | 107 | 140 | 137 | 117 | 121 | 117 | 131 | 104 | 109 | 114 | 128 |
| 1966 | 123 | 101 | 102 | 154 | 146 | 121 | 128 | 120 | 139 | 97 | 104 | 120 | 134 |
| 1965 1st quarter | 116 | 96 | 107 | 147 | 128 | 112 | 111 | 112 | 129 | 103 | 101 | 110 | 123 |
| 2nd quarter | 121 | 101 | 109 | 131 | 142 | 119 | 117 | 120 | 134 | 105 | 115 | 118 | 131 |
| 3rd quarter | 120 | 104 | 109 | 133 | 137 | 113 | 121 | 112 | 127 | 104 | 106 | 108 | 122 |
| 4th quarter | 123 | 109 | 106 | 146 | 141 | 124 | 134 | 122 | 132 | 104 | 113 | 120 | 138 |
| 1966 1st quarter | 128 | 105 | 105 | 155 | 154 | 123 | 130 | 123 | 134 | 98 | 102 | 125 | 139 |
| 2nd quarter | 123 | 98 | 98 | 151 | 152 | 116 | 121 | 116 | 131 | 91 | 100 | 118 | 123 |
| 3rd quarter | 124 | 101 | 109 | 155 | 145 | 115 | 116 | 115 | 134 | 94 | 96 | 114 | 135 |
| 4th quarter | 118 | 102 | 97 | 161 | 133 | 131 | 146 | 129 | 155 | 105 | 118 | 125 | 143 |
| 1967 1st quarter | 134 | 106 | 98 | 180 | 167 | 128 | 135 | 127 | 155 | 101 | 113 | 124 | 143 |
| 1966 May | 125 | 100 | 97 | 159 | 156 | 127 | 133 | 128 | 148 | 96 | 110 | 136 | 117 |
| June | 121 | 98 | 103 | 138 | 149 | 108 | 113 | 108 | 124 | 86 | 94 | 108 | 121 |
| July | 127 | 100 | 109 | 151 | 157 | 113 | 108 | 114 | 124 | 98 | 98 | 113 | 133 |
| August | 122 | 101 | 114 | 155 | 136 | 116 | 107 | 117 | 136 | 97 | 91 | 117 | 138 |
| September | 122 | 101 | 104 | 158 | 142 | 117 | 132 | 115 | 143 | 88 | 100 | 111 | 135 |
| October | 118 | 103 | 100 | 150 | 134 | 127 | 133 | 127 | 148 | 104 | 115 | 119 | 159 |
| November | 111 | 105 | 100 | 164 | 108 | 142 | 160 | 140 | 168 | 116 | 127 | 137 | 155 |
| December | 125 | 97 | 93 | 169 | 157 | 124 | 145 | 119 | 148 | 94 | 114 | 119 | 116 |
| 1967 January | 144 | 107 | 111 | 192 | 181 | 129 | 133 | 129 | 159 | 106 | 114 | 127 | 140 |
| February | 122 | 103 | 85 | 172 | 146 | 146 | 147 | 125 | 156 | 99 | 109 | 122 | 140 |
| March | 135 | 108 | 99 | 177 | 173 | 128 | 124 | 128 | 150 | 98 | 116 | 125 | 149 |
| April | 132 | 102 | 94 | 171 | 175 | 125 | 129 | 126 | 164 | 96 | 114 | 122 | 140 |
| May | 136 | 108 | 104 | 179 | 169 | 132 | 139 | 131 | 163 | 100 | 130 | 132 | 124 |

*(Continued on next page)*

**United Kingdom import and export volume index numbers (seasonally adjusted)**

TABLE 3 (1961 = 100)

| | IMPORTS | | | | | | | EXPORTS | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | Manufactured Goods | | | | Manufactured Goods | | | | | |
| | Total | Total excl. US military aircraft, etc. | Food, Beverages and Tobacco | Basic Materials | Fuels | Total | Excl. US military aircraft, etc. | Total | Non-Manufactures | Total | Chemicals | Textiles | Metals | Machinery and Transport Eqpt. | Other |
| Section or Division | | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | |
| Weights | 1,000 | | 327 | 222 | 106 | 337 | | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 |
| *1965 1st quarter* | *114* | | *93* | *108* | *144* | *125* | | *116* | *116* | *115* | *131* | *104* | *105* | *111* | *132* |
| *2nd quarter* | *120* | | *101* | *109* | *139* | *139* | | *113* | *115* | *113* | *128* | *102* | *108* | *108* | *129* |
| *3rd quarter* | *122* | | *108* | *108* | *131* | *142* | | *118* | *126* | *117* | *131* | *106* | *112* | *115* | *122* |
| *4th quarter* | *122* | | *106* | *104* | *146* | *141* | | *121* | *126* | *121* | *132* | *103* | *110* | *122* | *131* |
| *1966 1st quarter* | *126* | | *103* | *105* | *153* | *149* | | *121* | *132* | *121* | *132* | *96* | *103* | *121* | *141* |
| *2nd quarter* | *121* | | *98* | *98* | *149* | *149* | | *114* | *124* | *113* | *131* | *92* | *98* | *113* | *126* |
| *3rd quarter* | *126* | | *104* | *108* | *153* | *151* | | *122* | *122* | *121* | *139* | *97* | *104* | *122* | *135* |
| *4th quarter* | *117* | *117* | *99* | *96* | *161* | *135* | *134* | *127* | *134* | *126* | *153* | *102* | *113* | *125* | *133* |
| *1967 1st quarter* | *130* | *130* | *105* | *98* | *177* | *158* | *157* | *130* | *141* | *128* | *155* | *104* | *117* | *123* | *150* |
| *1966 May* | *127* | | *102* | *102* | *160* | *155* | | *122* | *132* | *121* | *141* | *94* | *104* | *127* | *119* |
| *June* | *114* | | *94* | *94* | *133* | *140* | | *100* | *109* | *99* | *118* | *83* | *88* | *96* | *115* |
| *July* | *129* | | *103* | *109* | *153* | *158* | | *116* | *121* | *115* | *128* | *99* | *101* | *113* | *131* |
| *August* | *129* | | *110* | *112* | *157* | *151* | | *126* | *116* | *127* | *146* | *101* | *103* | *130* | *140* |
| *September* | *121* | | *100* | *103* | *150* | *143* | | *124* | *128* | *122* | *144* | *92* | *107* | *122* | *135* |
| *October* | *118* | *118* | *101* | *101* | *155* | *133* | *132* | *128* | *125* | *128* | *150* | *105* | *114* | *124* | *149* |
| *November* | *107* | *107* | *99* | *97* | *159* | *107* | *106* | *131* | *138* | *130* | *159* | *106* | *114* | *129* | *138* |
| *December* | *126* | *125* | *98* | *91* | *168* | *164* | *163* | *121* | *139* | *119* | *150* | *94* | *111* | *121* | *113* |
| *1967 January* | *134* | *134* | *104* | *103* | *183* | *165* | *165* | *136* | *144* | *134* | *164* | *114* | *122* | *127* | *156* |
| *February* | *131* | *130* | *111* | *96* | *181* | *153* | *153* | *131* | *154* | *129* | *160* | *104* | *116* | *125* | *147* |
| *March* | *125* | *125* | *100* | *96* | *166* | *154* | *153* | *122* | *124* | *122* | *139* | *94* | *114* | *116* | *147* |
| *April* | *137* | *136* | *108* | *102* | *175* | *176* | *171* | *126* | *136* | *126* | *162* | *97* | *112* | *121* | *145* |
| *May* | *132* | *131* | *107* | *105* | *173* | *161* | *157* | *126* | *139* | *124* | *153* | *98* | *120* | *121* | *132* |

## Retailers' stocks in May

THE VALUE OF STOCKS held by retailers at the end of May was estimated to be 2 per cent higher than at the corresponding date in 1966, an increase somewhat lower than the average for the first four months of this year.

In volume terms, retailers' stocks showed no change compared with May 1966.

### Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| (a) At current prices | | | | | | | | | | | | |
| 1960 | 94 | 99 | 102 | 103 | 105 | 104 | 99 | 98 | 102 | 109 | 113 | 100 |
| 1961 | 98 | 102 | 107 | 109 | 110 | 111 | 108 | 107 | 110 | 117 | 122 | 106 |
| 1962 | 103 | 106 | 112 | 113 | 116 | 112 | 110 | 110 | 112 | 121 | 127 | 111 |
| 1963 | 106 | 109 | 116 | 117 | 119 | 116 | 113 | 113 | 114 | 125 | 134 | 117 |
| 1964 | 115 | 117 | 123 | 125 | 125 | 124 | 118 | 122 | 125 | 133 | 143 | 126 |
| 1965 | 121 | 124 | 133 | 134 | 136 | 133 | 128 | 132 | 133 | 141 | 151 | 133 |
| 1966 | 128 | 131 | 141 | 140 | 144 | 143 | 135 | 141 | 141 | 150 | 160 | 137 |
| 1967 | 133 | 136 | 144 | 145 | 148 | | | | | | | |
| 1966 | +6 | +6 | +6 | +4 | +6 | +8 | +6 | +7 | +6 | +6 | +6 | +3 |
| 1967 | +4 | +4 | +2 | +4 | +2 | | | | | | | |
| (b) At constant (Dec. 1960) prices | | | | | | | | | | | | |
| 1960 | 95 | 100 | 103 | 105 | 106 | 105 | 100 | 99 | 102 | 109 | 113 | 100 |
| 1961 | 98 | 102 | 106 | 107 | 109 | 109 | 106 | 104 | 107 | 113 | 118 | 103 |
| 1962 | 100 | 102 | 108 | 109 | 110 | 107 | 105 | 104 | 106 | 114 | 120 | 104 |
| 1963 | 100 | 103 | 110 | 110 | 112 | 110 | 107 | 106 | 108 | 118 | 126 | 110 |
| 1964 | 108 | 109 | 114 | 116 | 115 | 114 | 109 | 113 | 115 | 122 | 130 | 115 |
| 1965 | 110 | 112 | 121 | 121 | 122 | 119 | 115 | 119 | 119 | 126 | 135 | 119 |
| 1966 | 115 | 117 | 126 | 124 | 128 | 127 | 119 | 123 | 124 | 131 | 140 | 120 |
| 1967 | 116 | 118 | 125 | 126 | 128 | | | | | | | |
| 1966 | +5 | +4 | +4 | +3 | +5 | +6 | +4 | +4 | +4 | +4 | +3 | +1 |
| 1967 | +1 | +1 | Nil | +1 | Nil | | | | | | | |

**Note:** Retailers' stocks at end December 1960 were £993 million at current prices.

## Production of man-made fibres in May

TOTAL PRODUCTION by weight of man-made fibres in May was 2 per cent more than in May 1966. Within the total, output of continuous filament was 3 per cent less and staple fibre 6 per cent more.

### Man-made fibre production

(million lb. 'delivered weight' basis)

| | Continuous filament (singles) | Staple fibre | Total |
|---|---|---|---|
| 1963 (quarterly average) | 82·6 | 97·2 | 179·8 |
| 1964 (quarterly average) | 94·5 | 111·8 | 206·3 |
| 1965 (quarterly average) | 99·1 | 116·4 | 215·5 |
| 1966 (quarterly average) | 102·8 | 117·6 | 220·4 |
| 1965 4th quarter | 98·8 | 116·2 | 215·0 |
| 1966 1st quarter | 108·1 | 120·5 | 228·6 |
| 1966 4th quarter | 94·6 | 120·7 | 215·2 |
| 1967 1st quarter | 106·6 | 130·6 | 237·1 |
| 1966 March | 39·7 | 44·8 | 84·5 |
| April | 36·2 | 39·1 | 75·3 |
| May | 39·1 | 42·2 | 81·4 |
| 1967 March | 37·7 | 45·1 | 82·8 |
| April | 35·0 | 43·6 | 78·6 |
| May | 38·1 | 44·6 | 82·7 |

### ECGD LOCAL ADDRESSES

*The address of the Export Credits Guarantee Department is* 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 52 *of the* Board of Trade Journal Supplement, *April* 21, 1967.

# Hire purchase and other instalment credit business in May

NEW CREDIT extended by finance houses and by durable goods shops showed some improvement in May particularly in the case of finance houses, but when normal seasonal influences are taken into account, there was little real change from the average level of business in previous months of this year.

Instalment credit debt owed to finance houses and durable goods shops showed a much smaller fall in May than in any month since the hire purchase regulations were tightened in July last year. If allowance is made for normal seasonal movements, however, the fall during May was similar to the monthly average fall earlier this year.

### *Finance houses*

New credit extended by finance houses in May was 19 per cent lower than in May 1966. This follows a similar percentage decrease on a year earlier in April, but was a smaller fall than that of 26 per cent recorded for the first quarter of the year. While credit extended for new cars in May showed much the same percentage decrease on the year earlier level as in the first four months of the year, credit for used cars and particularly for commercial vehicles showed smaller percentage decreases in May than in the earlier part of the year. Motor cycles continued the improvement shown last month following the easing of hire purchase controls announced in the Budget and credit extended on these goods reached its highest monthly level since the second quarter of 1965. Credit advanced for industrial and building plant and equipment showed for the third consecutive month an increase over the corresponding month last year.

The fall of £3 million in the debt owed to finance houses during the month was, largely for normal seasonal reasons, the smallest since the July measures last year.

### *Durable goods shops*

Instalment credit sales of durable goods shops in May, 9 per cent lower than in May 1966, followed the experience of April which showed a smaller decrease on a year earlier (8 per cent) than has been recorded for some time. The two main groups of shops covered by this heading did not, however, share the same experience. For furniture shops the decrease in May on a year earlier was 19 per cent, a larger percentage decrease than in the previous two months. On the other hand the other durable goods group showed an increase in May of 3 per cent compared with May last

(*Text continued on page* 41)

**Table 2. Hire purchase and other instalment credit extended and repaid**

£ million

| Period | New Credit Extended: By Shops (a) | New Credit Extended: By Finance Houses | New Credit Extended: Total | Repayments | Change in Debt: Unadjusted | Change in Debt: Seasonally adjusted |
|---|---|---|---|---|---|---|
| 1961 | 248 | 574 | 822 | 833 | — 11 | |
| 1962 | 271 | 490 | 761 | 808 | — 47 | |
| 1963 | 295 | 558 | 853 | 781 | + 72 | |
| 1964 | 314 | 711 | 1,025 | 869 | +156 | |
| 1965 | 306 | 727 | 1,033 | 952 | + 81 | |
| 1966 | 235 | 621 | 856 | 989 | —133 | |
| 1964 1st Qtr. | *74 | 166 | 240 | 212 | +28 | +41 |
| 2nd Qtr. | 69 | 204 | 273 | 218 | +55 | +35 |
| 3rd Qtr. | 75 | 181 | 256 | 214 | +42 | +39 |
| 4th Qtr. | 96 | 160 | 256 | 225 | +31 | +41 |
| 1965 1st Qtr. | 71 | 185 | 256 | 232 | +24 | +36 |
| 2nd Qtr. | 71 | 220 | 291 | 237 | +54 | +31 |
| 3rd Qtr. | 73 | 176 | 249 | 239 | +10 | +10 |
| 4th Qtr. | 91 | 146 | 237 | 244 | — 7 | + 4 |
| 1966 1st Qtr. | 63 | 182 | 245 | 256 | —11 | + 1 |
| 2nd Qtr. | 58 | 200 | 258 | 251 | + 7 | —17 |
| 3rd Qtr. | 53 | 139 | 192 | 242 | —50 | —50 |
| 4th Qtr. | 61 | 100 | 161 | 240 | —79 | —67 |
| 1967 1st Qtr. | 47 | 136 | 183 | 241 | —58 | —48 |

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

**Table 1. Hire purchase and other credit instalments outstanding**

£ million, end of period

| Owed directly to | Year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Durable goods shops | 1965 | 328 | 328 | 325 | 321 | 323 | 321 | 320 | 318 | 319 | 319 | 322 | 329 |
| | 1966 | 327 | 324 | 316 | 311 | 309 | 301 | 298 | 292 | 286 | 281 | 280 | 278 |
| | 1967 | 273 | 267 | 260 | 255 | 252 | | | | | | | |
| Department stores | 1965 | 30 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 29 | 31 |
| | 1966 | 31 | 30 | 29 | 29 | 28 | 28 | 28 | 27 | 27 | 27 | 27 | 29 |
| | 1967 | 28 | 26 | 26 | 26 | 25 | | | | | | | |
| Finance houses | 1965 | 755 | 766 | 785 | 807 | 826 | 843 | 856 | 861 | 855 | 851 | 848 | 836 |
| | 1966 | 836 | 839 | 840 | 849 | 860 | 863 | 869 | 853 | 829 | 806 | 785 | 756 |
| | 1967 | 742 | 730 | 719 | 715 | 712 | | | | | | | |
| Total of above | 1965 | 1,113 | 1,123 | 1,139 | 1,157 | 1,178 | 1,193 | 1,205 | 1,208 | 1,203 | 1,199 | 1,199 | 1,196 |
| | 1966 | 1,194 | 1,193 | 1,185 | 1,189 | 1,197 | 1,192 | 1,195 | 1,172 | 1,142 | 1,114 | 1,092 | 1,063 |
| | 1967 | 1,043 | 1,023 | 1,005 | 996 | 989 | | | | | | | |

**Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers**

£ million, end of period

| | Year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total as shown in Table 1 | 1965 | 1,113 | 1,123 | 1,139 | 1,157 | 1,178 | 1,193 | 1,205 | 1,208 | 1,203 | 1,199 | 1,199 | 1,196 |
| | 1966 | 1,194 | 1,193 | 1,185 | 1,189 | 1,197 | 1,192 | 1,195 | 1,172 | 1,142 | 1,114 | 1,092 | 1,063 |
| | 1967 | 1,043 | 1,023 | 1,005 | 996 | 989 | | | | | | | |
| Other instalment credit retailers* | 1965 | 159 | 151 | 149 | 150 | 151 | 150 | 149 | 150 | 154 | 160 | 172 | 190 |
| | 1966 | 180 | 174 | 172 | 171 | 173 | 171 | 167 | 163 | 165 | 170 | 180 | 198 |
| | 1967 | 188 | 184 | 181 | 179 | 178 | | | | | | | |
| Grand Total | 1965 | 1,272 | 1,274 | 1,288 | 1,307 | 1,329 | 1,343 | 1,354 | 1,358 | 1,357 | 1,359 | 1,371 | 1,386 |
| | 1966 | 1,374 | 1,367 | 1,357 | 1,360 | 1,370 | 1,363 | 1,362 | 1,335 | 1,307 | 1,284 | 1,272 | 1,261 |
| | 1967 | 1,231 | 1,207 | 1,186 | 1,175 | 1,167 | | | | | | | |

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

**Table 3. Retailers: Instalment credit sales of selected kinds of business**

**Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier**

Average of 1961 = 100

| Kind of Business (H.P. and other instalment credit sales in 1961 £ million) | Durable Goods Shops (Total) | | | | | | | | Furniture Shops | | | | | | Other Durable Goods Shops | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total (£303) | | Independents (£110) | | Multiples (£161) | | Co-operative Societies (£32) | | Total (excluding Co-operative Societies) (£128) | | Multiples (£62) | | Independents (£65) | | Total (excluding Co-operative Societies) (£143) (b) | | Radio and electrical, etc., goods shops (c) | | | | | |
| | | | | | | | | | | | | | | | | | Total (£82) | | Multiples (£37) | | Independents (d) (£45) | |
| 1963 Year | 114 | + 8 | 101 | + 3 | 124 | +13 | 111 | + 4 | 102 | + 2 | 108 | + 4 | 97 | — 1 | 125 | +15 | 124 | +16 | 144 | +25 | 107 | + 8 |
| 1964 Year | 116 | + 2 | 100 | — 1 | 126 | + 2 | 119 | + 7 | 107 | + 4 | 114 | + 5 | 100 | + 3 | 124 | — 1 | 110 | —11 | 123 | —15 | 101 | — 6 |
| 1965 Year | 112 | — 5 | 101 | Nil | 118 | — 8 | 117 | — 4 | 109 | + 1 | 110 | — 4 | 108 | + 7 | 113 | —10 | 96 | —15 | 100 | —20 | 92 | —10 |
| 1966 Year | 93 | —17 | 82 | —19 | 100 | —15 | 95 | —19 | 93 | —15 | 94 | —15 | 92 | —15 | 92 | —19 | 76 | —21 | 87 | —13 | 67 | —27 |
| 1966 1st quarter | 97 | — 9 | 90 | — 9 | 101 | — 9 | 106 | — 7 | 95 | — 2 | 95 | + 3 | 96 | — 6 | 97 | —14 | 85 | — 9 | 89 | — 4 | 81 | —13 |
| 2nd quarter | 90 | —14 | 79 | —14 | 97 | —13 | 96 | —14 | 91 | —10 | 93 | —11 | 89 | — 8 | 88 | —17 | 73 | —18 | 83 | — 4 | 64 | —22 |
| 3rd quarter | 86 | —19 | 73 | —23 | 96 | —16 | 84 | —24 | 88 | —18 | 90 | —17 | 86 | —18 | 85 | —19 | 66 | —24 | 79 | —13 | 54 | —33 |
| 4th quarter | 97 | —26 | 86 | —30 | 106 | —22 | 93 | —31 | 98 | —26 | 98 | —28 | 98 | —25 | 98 | —24 | 81 | —30 | 97 | —19 | 68 | —39 |
| 1967 1st quarter | 81 | —17 | 71 | —21 | 88 | —13 | 79 | —26 | 76 | —21 | 73 | —23 | 78 | —18 | 85 | —12 | 70 | —18 | 82 | — 8 | 60 | —26 |
| 1966 January | 108 | + 1 | 104 | — 4 | 109 | + 4 | 117 | + 4 | 107 | + 4 | 103 | +13 | 110 | — 4 | 107 | — 1 | 97 | + 3 | 100 | +11 | 95 | — 3 |
| February | 98 | — 6 | 90 | — 2 | 103 | — 8 | 100 | — 7 | 98 | + 2 | 104 | + 6 | 91 | — 3 | 97 | —11 | 87 | — 3 | 86 | — 4 | 88 | — 2 |
| March (a) | 88 | —18 | 78 | —18 | 93 | —19 | 101 | —15 | 84 | — 9 | 81 | — 8 | 88 | —10 | 89 | —25 | 73 | —23 | 83 | —15 | 64 | —30 |
| April | 90 | —14 | 80 | —15 | 96 | —14 | 92 | —13 | 89 | —11 | 90 | —12 | 87 | —11 | 91 | —16 | 77 | —18 | 84 | —15 | 70 | —20 |
| May | 94 | —13 | 81 | —11 | 101 | —14 | 105 | —14 | 94 | — 7 | 96 | —10 | 92 | — 3 | 92 | —17 | 75 | —20 | 87 | —16 | 65 | —23 |
| June (a) | 87 | —14 | 75 | —14 | 94 | —14 | 91 | —15 | 90 | —11 | 93 | —12 | 87 | — 9 | 83 | —17 | 67 | —18 | 79 | —11 | 57 | —24 |
| July | 97 | —10 | 87 | —10 | 103 | — 9 | 102 | —12 | 99 | —10 | 97 | —12 | 101 | — 8 | 94 | — 9 | 74 | —11 | 83 | — 9 | 67 | —13 |
| August | 79 | —22 | 64 | —27 | 90 | —18 | 75 | —29 | 80 | —20 | 84 | —20 | 77 | —20 | 78 | —22 | 58 | —26 | 75 | —11 | 44 | —40 |
| September (a) | 84 | —25 | 69 | —31 | 95 | —20 | 78 | —30 | 85 | —22 | 88 | —19 | 81 | —24 | 85 | —26 | 65 | —31 | 80 | —18 | 52 | —42 |
| October | 95 | —25 | 80 | —31 | 105 | —21 | 91 | —29 | 92 | —25 | 93 | —24 | 91 | —26 | 98 | —25 | 75 | —31 | 89 | —21 | 64 | —40 |
| November | 98 | —28 | 82 | —33 | 108 | —24 | 97 | —32 | 94 | —30 | 92 | —33 | 97 | —26 | 101 | —25 | 79 | —31 | 101 | —13 | 61 | —46 |
| December (a) | 99 | —24 | 93 | —26 | 105 | —22 | 90 | —31 | 106 | —24 | 107 | —27 | 104 | —22 | 95 | —22 | 87 | —27 | 99 | —22 | 76 | —32 |
| 1967 January | 82 | —23 | 76 | —27 | 87 | —20 | 83 | —29 | 78 | —26 | 72 | —30 | 84 | —23 | 86 | —20 | 72 | —27 | 80 | —20 | 64 | —32 |
| February | 82 | —16 | 72 | —20 | 90 | —12 | 75 | —24 | 77 | —21 | 79 | —24 | 75 | —18 | 87 | —10 | 74 | —15 | 83 | — 3 | 66 | —25 |
| March (a) | 78 | —12 | 65 | —16 | 87 | — 6 | 78 | —23 | 72 | —14 | 69 | —15 | 76 | —14 | 83 | — 7 | 64 | —11 | 82 | — 2 | 50 | —21 |
| April | 83 | — 8 | 70 | —13 | 93 | — 3 | 75 | —18 | 78 | —13 | 76 | —16 | 79 | —10 | 89 | — 2 | 68 | —11 | 83 | — 1 | 56 | —20 |
| May | 86 | — 9 | 71 | —13 | 96 | — 5 | 84 | —20 | 76 | —19 | 73 | —25 | 79 | —14 | 94 | + 3 | 72 | — 5 | 87 | Nil | 59 | —10 |

| Kind of Business (H.P. and other instalment credit sales in 1961 £ million) | Other Selected Kinds of Business | | | | | | | | Total of Selected Kinds of Business (f) (£673) | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Department Stores (£54) | | Other General Stores (e) (£72) | | General Mail Order Houses (£201) | | Co-operative Societies non-durable goods departments (£43) | | | |
| 1963 Year | 105 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| 1964 Year | 109 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| 1965 Year | 104 | .. | 133 | .. | 165 | .. | 95 | .. | 128 | .. |
| 1966 Year | 103 | — 1 | 125 | — 6 | 184 | +11 | 93 | —2 | 124 | —3 |
| 1966 1st quarter | 95 | + 8 | 96 | —12 | 162 | +16 | 71 | —1 | 115 | +2 |
| 2nd quarter | 97 | + 1 | 120 | + 2 | 176 | +14 | 86 | —5 | 119 | Nil |
| 3rd quarter | 92 | — 6 | 108 | — 7 | 160 | + 8 | 83 | —5 | 111 | —6 |
| 4th quarter | 128 | — 5 | 176 | — 6 | 237 | + 8 | 134 | +1 | 152 | —7 |
| 1967 1st quarter | 89 | — 6 | 90 | — 6 | 170 | + 5 | 69 | —2 | 108 | —6 |
| 1966 January | 120 | +32 | 92 | —16 | 115 | +16 | 62 | —1 | 106 | +6 |
| February | 82 | — 2 | 92 | —10 | 160 | +19 | 62 | —9 | 112 | +3 |
| March (a) | 85 | — 3 | 101 | —10 | 202 | +14 | 84 | +5 | 123 | —2 |
| April | 98 | — 2 | 117 | + 2 | 163 | +15 | 84 | —5 | 115 | —1 |
| May | 107 | + 8 | 130 | + 9 | 196 | +15 | 95 | —2 | 130 | +3 |
| June (a) | 89 | — 2 | 114 | — 3 | 170 | +14 | 81 | —6 | 115 | —1 |
| July | 110 | — 1 | 111 | — 3 | 148 | + 6 | 87 | —4 | 114 | —2 |
| August | 78 | — 6 | 97 | — 8 | 148 | +14 | 78 | —3 | 101 | —6 |
| September (a) | 89 | —11 | 114 | —11 | 179 | + 6 | 83 | —6 | 116 | —9 |
| October | 109 | — 1 | 135 | — 7 | 221 | + 8 | 89 | +4 | 138 | —7 |
| November | 117 | —12 | 175 | — 5 | 257 | + 6 | 119 | —3 | 156 | —9 |
| December (a) | 152 | — 3 | 211 | — 7 | 233 | +10 | 181 | +2 | 161 | —6 |
| 1967 January | 101 | —16 | 82 | —11 | 134 | +17 | 60 | —4 | 98 | —8 |
| February | 81 | — 1 | *88 | *— 4 | 180 | +12 | 61 | —2 | 110 | —2 |
| March (a) | 86 | + 1 | *97 | *— 4 | 191 | — 5 | 84 | —1 | 115 | —7 |
| April | 96 | — 2 | *105 | *—10 | 185 | +14 | 80 | —5 | 116 | +1 |
| May | 104 | — 3 | 118 | — 9 | 194 | — 1 | 93 | —2 | 123 | —5 |

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).
* Revised figures.

(*Continued on page* 41)

**ARE THE GOODS YOU WANT "UNOBTAINABLE" OR ARE YOU PAYING TOO MUCH FOR THEM?**

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*Advertisement of Company Meeting*

# HOLMAN BROTHERS

1966 1967
THE QUEEN'S AWARD TO INDUSTRY

## A YEAR OF GREAT DISAPPOINTMENT DESPITE VERY CONSIDERABLE EFFORT

## MR. J. F. HOLMAN STRESSES NEED FOR STRONG HOME DEMAND

THE ANNUAL GENERAL MEETING of Holman Brothers Limited will be held on July 27 at the Dorchester Hotel, Park Lane, London, W.1.

The following is the Statement by the Chairman, Mr. J. F. Holman, circulated with the report and accounts:

I regret to report that the year ended 31st March, 1967, has been one of great disappointment. It has been a year of very considerable effort and although the result of this effort has been a fractional increase in Group sales the resultant trading profit for the Group is only £295,947, a decrease of £634,329 from last year. The after-tax figure this year is £170,399 in comparison with £575,470 last year.

Up to the time of the economic restrictions which were imposed upon us in the U.K. a year ago we had confidence that the rate of sales growth which we have enjoyed over the past few years would be maintained but in the event this has not been found possible. Shortly prior to 20th July, 1966, the date on which the restrictions on price increases came into effect, the prices of a few of our products were increased very modestly, these having been held for over two years despite cost escalation; and even after this date, following upon discussions with the appropriate Government department, some further small increases were permitted. These increases, however, were insufficient to restore the profit margin to a reasonable level and still cover total costs which have been increasing so steadily in recent years—the full impact of which has hit us in the last year when we were unable to raise our sales to counteract these increased costs. The other effect of the "squeeze" has been the reduction in home demand for our products as compared with our forecasts. We are an export-oriented company and it is essential that we have a strong demand for our products in the U.K. in order to carry the additional costs incurred in coping with a widespread export trade.

It will be noticed from my remarks below regarding our overseas subsidiaries that difficulties were also experienced in several of the countries in which we trade. These factors have been increasingly damaging throughout the year so that our sales both at home and abroad are somewhat less in the second half-year than in the corresponding period of the previous year.

Since the end of our financial year, our company in Calcutta, like so many other companies in West Bengal at the present time, has been suffering from labour troubles and as a consequence it has not been possible for them to produce audited accounts for the year. In the circumstances it has been decided not to consolidate such information as we have from this company, and therefore adjustments have had to be made to the figures in the consolidated statements for the previous year in order to maintain comparability.

I will now turn to our subsidiary and associated companies.

### SUBSIDIARY AND ASSOCIATED COMPANIES

**Holman Brothers (Pty.) Ltd.** (South Africa): The move to new premises, to which I referred a year ago, led to a large turnover in labour in the factory with a consequent adverse effect on manufacturing costs. Delays were experienced during the first half of the year in obtaining import licences and this, together with a reduced demand in South Africa generally, resulted in a fall in turnover which in turn adversely affected the profits.

Our former premises in Johannesburg were sold during the year and a substantial capital profit realised.

**Holman Brothers Rhodesia (Pvt.) Ltd.:** This company operated solely in Rhodesia during the year to 31st March, 1967, and in spite of the unsettled state of affairs in that country was able to maintain sales at a fairly satisfactory level, even though it was not possible to obtain supplies from the U.K. However, the company did not reach a "break-even" level and a small loss was incurred. The outlook for the future depends to such a large extent on political factors that is not possible to say more than that our organisation is capable of taking full advantage of a return to more normal conditions.

**Holman Brothers (Zambia) Ltd.:** The results of the first full year's working of this company can be considered reasonably satisfactory and a contribution was made to Group profits.

For the future, much depends on the economy of Zambia, and this in turn is dependent to a large extent on the price of copper. Assuming no worsening of conditions, I am hopeful that our position will at least be maintained.

**Holman Brothers (Australia) Pty. Ltd.:** The steps taken in the last year or two to reorganise this company did not in the year under review meet with the success that was anticipated a year ago, with a consequent effect upon the financial results. Turnover was slightly increased but a loss was incurred on the year's trading. Further management changes have been necessary since the end of the year and as an indication of the importance of this market and our confidence in the future, Mr. N. P. T. Holman has resigned from the Board of the parent company to take up the appointment of Managing Director of the Australian company. This appointment, combined with other changes which have been effected, gives grounds for optimism regarding the future.

**Holman Brothers (Canada) Ltd:** Although the competition in North America is extremely keen, an increase in turnover was obtained but the very high selling expenses, both in Canada and the U.S.A., to which I have referred in previous statements, still continue and profits were lower than in 1965/6.

**Holman Climax Manufacturing Ltd.** (India): I have mentioned the situation which at present prevails and it is most unfortunate that this company suffered in the course of the year from the labour unrest in West Bengal and from the general economic and political situation in India. We had good reason to anticipate improved results for 1966/7 but circumstances which were beyond our control have prevented this, with the result that we have provided for a relatively small trading loss which, in the absence of complete accounts, we have had to estimate. This company is responsible for realising the assets of our other Indian subsidiary company, and a further estimated loss arising from this has also been provided.

There is a market need for our products in India which our factory in Calcutta is capable of meeting, and, notwithstanding the disappointments over the last two years, I still believe that in the long term the Indian company will make a reasonable contribution to the Group.

**Holman Brothers (Ghana) Ltd:** Political upsets have again been experienced in Ghana and our subsidiary, which relies entirely on imports, has had difficulty in obtaining the necessary import licences, and the foreign exchange to pay for these imports, due to the state of the economy. However, we feel reasonably confident that the policy of the present regime will have the desired results and that this country will again become a profitable trading area for companies such as ours. In the face of these difficulties it is not surprising that the company's profit for the year is disappointing.

**Holman Brothers (East Africa) Ltd:** This company had a most

(*Continued on next page*)

ADVERTISEMENT OF COMPANY MEETING, *continued*

successful year, both as regards turnover and profit. Here again, however, local politics have an effect on our trading arrangements, and it has been found necessary to form new companies in Uganda and Tanzania to administer sales in these countries, whereas they were both previously served from Kenya. This, of course, will add to the cost and complexity of our operating in East Africa. However we hope that an increasing volume of sales will enable the combined efforts of the three companies to equal the present very satisfactory results.

**Holman Brothers (Nigeria) Ltd.:** Conditions in Nigeria have been extremely difficult and have worsened as the year progressed. As a result the turnover was lower and profit was reduced considerably. The outlook for the future must be regarded with some concern in view of the present political situation. It can only be hoped that the regional disputes will be settled satisfactorily and trading stability restored to this traditionally good market.

**Holman Iberica S.A.** (Spain): This company had a very successful year with a substantial increase in both turnover and profit.

**Climax-France S.A.:** I am pleased to say that the upward trend of turnover of the company, which makes and sells low-cost automation equipment, has been resumed, and the figure for the year constitutes a new record by a substantial margin. The resulting profit shows a satisfactory increase.

**Saxton & Co. (London) Ltd., Saxton & Co. (Deep Drillers) Ltd:** These companies are now making a useful contribution to the profits of the Group and in addition give us valuable information regarding the performance of our products under field conditions.

**Maxam Pneumatik G.m.b.H.** (West Germany): The development of this new company in Germany has been slower than was expected, due to retraction in the German economy, although very considerable interest is being taken in our Maxam equipment. A loss was incurred during the year.

Sales of the Holman range to the home market were maintained at almost exactly the same level as for the previous financial year and overseas shipments showed a small increase.

During the year the first tractor-mounted Rotair, mounted on the Ford 5000 tractor and giving 170 cubic feet of compressed air per minute came on to the market. Another new model is the four wheel version of the Rotair giving 130 cubic feet of compressed air per minute, which has a very robust steel canopy and should prove popular for such duties as plant hire, where operating conditions are likely to be severe.

A value analysis exercise applied to certain of our Rotairs during the year indicated a number of areas of cost reduction. The operation is therefore continuing over a wider range of products.

The following new machines are also about to come on to the market: a petrol-engine driven rock drill cum road breaker named the Mongoose; the Silver 90 rock drill incorporating full back head control and built-in silencing; a modified SS.80 heavy road breaker, with built-in silencing; and a tractor-mounted Down the Hole drill, mounted on the Ford 5000 tractor and capable of drilling either 3½in. or 4in holes.

As I mentioned a year ago the management of the Maxam Power subsidiary has been given a good deal of autonomy and whilst the results show an increase in both home and export sales the general effects of the "squeeze" have prevented this company taking full advantage of its potential for the supply of low cost automation equipment.

The "Maxalog" system of fluid logic control continues to attract a great deal of interest from a wide range of industry but economic conditions, coupled with the reluctance of industry to adopt new ideas have prevented sales from developing at the rate we hoped. However, it is gratifying that we are now receiving a number of repeat orders. I am still confident that there is a splendid future for this company once the economic situation improves.

As a result of development of Maxam products, a new range of subbase mounted valves is now becoming available under the name "Flomaster", and we look forward to these proving even more successful than the standard valves marketed to date. Work on the "Maxalog" system of fluid logic has produced a second generation of Turbulence Amplifiers and research into applications such as machine tools is proceeding and is expected to produce far-reaching results.

## SECOND QUEEN'S AWARD

Your company has been honoured for the second year running to receive the Queen's Award to Industry. Out of some 2,500 applications made for the Award in the two years since it was inaugurated we have achieved the distinction of being one of only sixteen companies to win it in both years and only four of these have won it in 1967 for both Export Achievement and Technological Innovation; in our case the latter award was in respect of rotary screw compressors.

On 2nd May this year we had the honour of receiving a visit from Her Majesty Queen Elizabeth The Queen Mother, who toured the Works and met a number of our employees.

In November, 1966, an I.B.M. System 360 Model 30 computer was installed and we are already benefiting from the more up-to-date and accurate management information which it provides.

## BALANCE SHEET

I now refer to the Balance Sheet of the Group. There has been a substantial addition to Fixed Assets both at home and overseas. The balance of cost of the centralisation scheme is reflected in the current year's expenditure, as is also an estimate of the balance of the grant of 25 per cent. from the Board of Trade in connection with the buildings. Credit has also been taken for Board of Trade Grants on Plant and Machinery and Loose Tools at the rate of 40 per cent. on expenditure incurred up to 31st December, 1966, and at 45 per cent. on expenditure thereafter.

Stock and Work in Progress shows a substantial increase compared with a year ago, due largely to a build-up at Camborne, but also because of increases in Ghana, Canada, and East Africa. This to a large extent results from the planned increase in production in anticipation of the greater demand forecast in the earlier part of the year which, as already indicated, did not materialise.

Balances at Bank and Cash in Hand have increased by £188,571 and, as last year, the figure consists largely of funds accumulated in Ghana and, to a lesser extent, in Rhodesia. Additionally, at the date of the Accounts, there was a temporary build-up of funds in Australia.

Trade Creditors in the U.K. were less than a year ago, but this decrease was more than counteracted by the inclusion in Sundry Creditors of substantial sums in respect of Bills Payable by overseas subsidiary companies.

During the year £35,000 of the Company's 6 per cent. Debentures and £5,000 4½ per cent. Debentures were purchased for redemption in accordance with the Trust Deeds.

I mentioned last year that the question of replacing part of our bank borrowings by more permanent capital was receiving the close consideration of the Board and your Company's financial advisers. On 1st July 1966 shareholders were advised that the company was making an issue of £1,050,000 7½ per cent. Convertible Debenture Stock 1986/91. This issue was by way of rights to Ordinary shareholders, consisting of £1 of Stock for every three Ordinary Shares held and provided for conversion rights into Ordinary Shares in September, 1969, 1970 or 1971 at varying prices. The proceeds of the issue were applied in reduction of bank borrowings but this was not fully maintained owing to the increased requirements for working capital; consequently the Group overdrafts show a reduction of only £325,632.

An Interim Dividend of 5 per cent. was paid on 15th February, 1967, but in view of the reduction in profit your Directors now recommend for your approval a Final Dividend of 5 per cent., making a total of 10 per cent. for the year. These dividends will absorb £154,116 leaving £67,399 to be retained in the business.

## CURRENT YEAR

As for the current year I feel I can do no better than repeat what I said in my January statement to effect that, having regard to present difficult and uncertain conditions at home and abroad, it is virtually impossible to forecast the final profit. Orders received at Camborne during the first two months of the current year are lower than for the corresponding months of 1966/7. However, the company is presently negotiating several exceptionally large contracts overseas, which, if finalised within the near future, could be of material benefit to the year's trading. Furthermore I believe that because of economic restrictions there is a considerable amount of pent-up business in this country, and in our overseas markets, and we shall not spare our efforts to win a substantial part of it when it is released. With these facts in mind I view the company's prospects for the current year with guarded optimism.

## BOARD CHANGES

As announced in the press a few months ago I resigned from my position as Joint Managing Director on 1st July this year in order to have more time, as Chairman, to concentrate on overall strategy for the Group. As from this date Mr. J. Ritchie became Managing Director and Mr. J. M. Williams, Assistant Managing Director.

Following the resignation from the Board of Mr. N. P. T. Holman, to which I have already referred, your Directors appointed Mr. G. F. Lloyd to the Board as Production Director. Mr. Holman was the Director in charge of production for many years and during this period he rendered most valuable service. My colleagues and I will miss him greatly, and wish him every success in his new appointment. Mr. Lloyd has had a very wide experience of the engineering industry, both as an executive and as a management consultant, and I feel sure that the company will benefit from the appointment.

## THANKS TO EMPLOYEES

It is with particular pleasure that I convey the Board's appreciation to all employees, throughout the world, for their continued loyal service—and each and every one of them can share in the honour of the company having received a second Queen's Award. I am sure that all shareholders will wish to be associated with this appreciation.

# Finance houses: new instalment credit extended

**Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier.**

Monthly average 1961 = 100

| (Value in 1961) | Private cars – new (£93 million) | | Private cars – used (£190 million) | | Commercial motor vehicles – new and used (£89 million) | | Motor cycles, side-cars, power assisted cycles – new and used (£38 million) | | Caravans – new and used (£12 million) | | Farm equipment and tractors (£12 million) | | Industrial and building plant and equipment (£48 million) | | Household goods (a) (£59 million) | | Other goods (£33 million) | | All goods (£574 million) | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1963 Year | 134 | +38 | 94 | +10 | 80 | + 3 | 61 | — 2 | 100 | + 8 | 87 | +13 | 102 | +12 | 97 | + 9 | 96 | +10 | 97 | +14 |
| 1964 Year | 171 | +28 | 127 | +35 | 96 | +21 | 69 | +14 | 112 | +12 | 105 | +21 | 151 | +49 | 96 | — 1 | 129 | +34 | 124 | +27 |
| 1965 Year | 172 | + 1 | 136 | + 7 | 91 | — 5 | 59 | —14 | 123 | +11 | 103 | — 2 | 176 | +16 | 70 | —27 | 156 | +21 | 127 | + 2 |
| 1966 Year | 132 | —23 | 117 | —14 | 87 | — 4 | 42 | —29 | 121 | — 2 | 109 | + 6 | 158 | —10 | 57 | —20 | 140 | —11 | 108 | —15 |
| 1966 1st quarter | 172 | —10 | 135 | Nil | 103 | + 6 | 48 | — 9 | 109 | +16 | 93 | +23 | 179 | Nil | 66 | —12 | 162 | +11 | 127 | — 1 |
| 2nd quarter | 187 | —18 | 162 | — 5 | 109 | + 2 | 65 | —22 | 161 | — 2 | 115 | +22 | 178 | —10 | 57 | —19 | 142 | —16 | 140 | — 9 |
| 3rd quarter | 110 | —31 | 104 | —23 | 78 | — 4 | 39 | —36 | 138 | — 4 | 132 | — 5 | 142 | —17 | 51 | —20 | 127 | —17 | 97 | —21 |
| 4th quarter | 58 | —48 | 68 | —36 | 60 | —25 | 17 | —58 | 76 | —17 | 97 | — 4 | 132 | —15 | 53 | —28 | 128 | —19 | 70 | —32 |
| 1967 1st quarter | 111 | —36 | 95 | —30 | 80 | —23 | 22 | —53 | 97 | —11 | 94 | + 1 | 172 | — 4 | 55 | —16 | 129 | —21 | 94 | —26 |
| 1966 January | 169 | + 9 | 113 | +15 | 96 | + 9 | 35 | — 6 | 74 | +24 | 80 | + 6 | 175 | +21 | 76 | — 1 | 170 | +20 | 117 | +12 |
| February | 162 | —11 | 133 | — 2 | 95 | + 4 | 48 | — 8 | 102 | +13 | 93 | +24 | 171 | — 2 | 64 | — 5 | 154 | +11 | 122 | — 2 |
| March | 186 | —22 | 158 | — 7 | 118 | + 4 | 60 | —12 | 151 | +14 | 106 | +40 | 191 | —12 | 57 | —28 | 163 | + 2 | 141 | —10 |
| April | 185 | —20 | 150 | —17 | 110 | — 2 | 60 | —30 | 146 | — 6 | 103 | +17 | 186 | + 6 | 55 | —27 | 134 | —17 | 135 | —14 |
| May | 206 | — 8 | 167 | — 3 | 116 | + 4 | 66 | —25 | 166 | + 1 | 125 | +37 | 178 | —13 | 58 | —20 | 144 | —19 | 146 | — 7 |
| June | 170 | —24 | 168 | + 7 | 101 | + 5 | 69 | — 9 | 171 | Nil | 117 | +13 | 170 | —20 | 58 | — 7 | 148 | —10 | 138 | — 6 |
| July | 192 | — 8 | 159 | + 3 | 105 | +15 | 63 | — 4 | 179 | +17 | 143 | — 6 | 173 | — 9 | 58 | — 9 | 148 | — 5 | 140 | — 1 |
| August | 74 | —48 | 78 | —39 | 65 | —13 | 28 | —54 | 115 | —20 | 144 | — 6 | 131 | —23 | 47 | —23 | 120 | —23 | 78 | —33 |
| September | 63 | —50 | 76 | —39 | 63 | —19 | 26 | —53 | 119 | —12 | 110 | — 2 | 122 | —21 | 47 | —28 | 112 | —22 | 73 | —34 |
| October | 63 | —50 | 71 | —39 | 64 | —23 | 21 | —61 | 95 | —17 | 115 | + 6 | 134 | —17 | 48 | —33 | 123 | —22 | 73 | —34 |
| November | 70 | —43 | 73 | —33 | 66 | —22 | 17 | —61 | 78 | —16 | 103 | — 6 | 137 | —14 | 55 | —24 | 131 | —16 | 75 | —29 |
| December | 42 | —51 | 60 | —36 | 50 | —32 | 14 | —48 | 56 | —20 | 74 | —14 | 126 | —14 | 57 | —28 | 129 | —21 | 62 | —32 |
| 1967 January | 107 | —37 | 78 | —31 | 73 | —24 | 16 | —55 | 61 | —18 | 81 | Nil | 160 | — 8 | 62 | —19 | 145 | —15 | 86 | —26 |
| February | 106 | —35 | 95 | —29 | 75 | —21 | 22 | —54 | 88 | —13 | 85 | — 9 | 153 | —11 | 50 | —21 | 118 | —23 | 90 | —26 |
| March | 117 | —37 | 112 | —30 | 92 | —22 | 29 | —51 | 141 | — 7 | 116 | + 9 | 204 | + 7 | 53 | — 6 | 122 | —25 | 107 | —24 |
| April | 118 | —36 | 111 | —26 | 93 | —16 | 44 | —26 | 125 | —14 | 107 | + 3 | 221 | +19 | 48 | —13 | 133 | — 1 | 109 | —19 |
| May | 134 | —35 | 126 | —25 | 107 | — 8 | 70 | + 6 | 137 | —17 | 88 | —29 | 195 | +10 | 57 | — 2 | 128 | —11 | 119 | —19 |

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

HIRE PURCHASE, *continued*

year. Within this group independent radio and electrical goods shops showed a much smaller decrease on a year earlier than has been recorded for some months while the credit sales of multiple businesses in May were at much the same level as in May 1966. Instalment credit sales by gas and electricity showrooms, which are included in the other durable goods group of shops but not shown separately in the tables, showed some increase in May compared with May last year.

The debt owed to durable goods shops fell during the month by £3 million to stand at the end of May at £252 million.

### *Other instalment credit retailers*

The credit sales of general mail order houses, which account for the major part for the business of this group of retailers, were marginally lower than in May last year. In March this year mail order houses suffered a five per cent decrease in their sales compared with March 1966. In these two months only has mail order business failed to register increases on a year earlier since this series of statistics was started. Little significant change occurred in the credit sales of the other kinds of business in this group of retailers.

The debt outstanding to this group of retailers fell by £1 million during the month to £178 million.

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## PHOTOGRAPHS FOR THE JOURNAL

*The Editor will be glad to consider prints of industrial photographs suitable for publication in the* Board of Trade Journal.
**Black and white prints.** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
**Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

# Private pension funds in 1966

THIS IS THE FIFTH annual article covering the transactions of and assets held by self-administered private pension funds, that is funds of industrial and commercial companies and non-profiting making bodies which do not operate their pension schemes through insurance companies. This article summarizes the investment by private pension funds during 1966 and the assets held at the end of that year, together with comparable estimates for earlier years. It also gives estimates of transactions in assets during the first quarter of 1967.

Early in 1967, the number of funds contributing statistics of their holdings of assets at end year and of their transactions in assets each quarter was revised and now totals 361. At the same time the size groups into which the private pension funds had been placed according to the total value of their assets at the beginning of the inquiry in 1962, which related approximately to the situation in 1958, were revised on the basis of the total value of each funds' holdings of assets approximately at the end of 1963. The figures for net investment in Table 1 do not take these changes into account, but in Table 3 the estimates for the first quarter of 1967 are on the revised basis. In Table 2, figures for the value of assets held at the end of 1966 are shown both on the old and new bases. The effect of the revision is to reduce total assets by about 3½ per cent, though for the broad size groups the changes are larger since there are now proportionately more funds in the higher size groups.

The 361 funds now fully contributing to the inquiry are estimated to hold about four-fifths of the total assets of all self administered private pension funds. As in the results presented in the previous annual article (*Board of Trade Journal*, July 1, 1966) the tables provide estimates of all self-administered private pension funds, excluding those of co-operative societies, by making allowances for those funds which are not included in the sample or have not responded in full to the inquiries. These allowances have been made by assuming that the pattern of holdings of funds not contributing in full to the inquiries and those which are not included in the sample is similar to that of funds of similar size which contribute fully.

### Transactions in assets in 1966

Estimates of total net investment in 1966 by private self-administered pension funds are shown in Table 1, together with separate figures for funds in three size groups (those with assets of over £25 million, those with assets of between £1 million and £25 million and those with assets of less than £1 million). To facilitate comparisons over time the funds in this table have been retained in the same size group in successive years even if, in some cases, they have grown outside the size limits. As mentioned above, a revision of the three size groups was made early in 1967 which will be reflected in estimates of total net investment of funds in future years. Funds of co-operative societies are excluded from these estimates but some information about them is given in a footnote.

Total net investment of private pension funds (excluding funds of co-operative societies) was £292 million in 1966, an increase of £18 million, or about 6½ per cent on 1965 (£274 million). This compares with increases of 11 per cent between 1963 and 1964, and 14½ per cent between 1964 and 1965. Funds in each of the size groups shared in this increase, the middle sized funds (with total

**Table 1. Net investment in 1964, 1965 and 1966 by size of pension fund (1)**

£ million (percentage of total net investment in brackets)

| Assets | Net Investment by Funds with Total Assets of | | | | | | | | | Total Net Investment | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Under £1 million | | | Between £1-25 million | | | Over £25 million | | | 1964 | | 1965 | | 1966 | |
| | 1964 | 1965 | 1966 | 1964 | 1965 | 1966 | 1964 | 1965 | 1966 | | | | | | |
| Public sector securities: | | | | | | | | | | | | | | | |
| British government and government guaranteed securities: | | | | | | | | | | | | | | | |
| Period to maturity: | | | | | | | | | | | | | | | |
| Up to 5 years | — 0·7 | + 3·4 | + 0·4 | — 1·4 | + 2·1 | — 2·8 | + 0·4 | + 6·2 | — 6·7 | — 1·7 | (—0·7) | + 11·7 | (4·3) | — 9·2 | (—3·1) |
| Over 5 and up to 10 years | — 0·2 | + 0·3 | — 2·1 | — 3·3 | + 1·4 | — 13·4 | — 2·4 | + 12·2 | — 24·4 | — 5·9 | (—2·5) | + 13·9 | (5·1) | — 40·0 | (—13·7) |
| Over 10 and up to 15 years | — 1·2 | + 3·5 | — 2·6 | — 1·1 | +14·4 | — 13·5 | — 0·3 | + 13·2 | — 18·3 | — 2·6 | (—1·1) | + 31·1 | (11·3) | — 34·4 | (—11·8) |
| Over 15 years | + 4·5 | + 3·1 | +13·2 | + 8·7 | — 4·2 | + 42·0 | — 3·2 | — 3·7 | + 50·1 | + 10·0 | (4·2) | — 4·8 | (—1·7) | +105·4 | (36·1) |
| Undated | — 0·4 | + 0·3 | — 0·1 | — 1·0 | — 0·2 | — 1·9 | + 1·0 | + 1·4 | + 8·8 | — 0·4 | (—0·2) | + 1·5 | (0·5) | + 6·7 | (2·3) |
| Local authority, etc., securities: | | | | | | | | | | | | | | | |
| Quoted: | | | | | | | | | | | | | | | |
| Period to maturity: | | | | | | | | | | | | | | | |
| Up to 10 years | — 0·2 | + 0·8 | — 0·2 | — 0·5 | — | + 0·3 | + 0·2 | + 2·7 | — 2·1 | — 0·5 | (—0·2) | + 3·5 | (1·3) | — 2·1 | (—0·7) |
| Over 10 and up to 15 years | + 0·7 | + 0·9 | + 0·2 | — 0·8 | + 0·3 | + 2·0 | — 0·1 | + 2·8 | + 2·0 | — 0·2 | (—0·1) | + 4·0 | (1·5) | + 4·3 | (1·5) |
| Over 15 years and undated | + 0·1 | + 4·2 | — 0·2 | + 0·6 | + 3·5 | + 0·8 | + 0·5 | + 3·7 | — 0·3 | + 1·2 | (0·5) | + 11·4 | (4·2) | + 0·2 | (0·1) |
| Unquoted | + 1·7 | + 0·5 | — 0·2 | + 0·9 | + 0·6 | — 2·5 | + 0·8 | — | + 0·9 | + 3·5 | (1·5) | + 1·1 | (0·4) | — 1·9 | (—0·6) |
| Total of public sector securities | + 4·3 | +17·1 | + 8·3 | + 2·2 | +17·9 | + 10·7 | — 3·1 | + 38·5 | + 9·7 | + 3·4 | (1·4) | + 73·5 | (26·9) | + 28·8 | (9·9) |
| Other investments: | | | | | | | | | | | | | | | |
| Company securities: | | | | | | | | | | | | | | | |
| Ordinary shares | +26·0 | +18·3 | +27·2 | +48·4 | +39·2 | + 38·7 | + 59·0 | + 44·1 | + 58·6 | +133·3 | (55·8) | +101·6 | (37·1) | +124·4 | (42·6) |
| Preference shares | + 1·2 | — | — | — | — 3·8 | — 0·9 | + 0·3 | — 3·2 | — 2·0 | + 1·6 | (0·6) | — 7·0 | (—2·6) | — 3·0 | (—1·0) |
| Debentures, etc. | + 9·3 | +18·7 | +17·6 | +16·3 | +35·5 | + 43·7 | + 15·6 | + 39·8 | + 45·2 | + 41·3 | (17·2) | + 94·0 | (34·3) | +106·6 | (36·5) |
| Mortgages and loans | + 0·4 | + 0·8 | + 0·5 | + 1·1 | + 4·7 | + 3·5 | + 0·3 | — 0·4 | — 0·6 | — 1·8 | (0·7) | + 5·1 | (1·9) | + 3·3 | (1·1) |
| Overseas government, etc., securities | — 0·2 | — 0·6 | — | — 2·6 | — 2·1 | — 0·9 | — 1·4 | — 0·6 | — 3·6 | — 4·1 | (—1·8) | — 3·3 | (—1·2) | — 4·5 | (—1·5) |
| Other investments | + 1·3 | + 0·2 | — 0·2 | + 4·4 | + 9·9 | + 8·9 | + 10·0 | + 12·7 | + 17·5 | + 15·7 | (6·6) | + 22·8 | (8·3) | + 26·1 | (8·9) |
| Total of other investments | +38·0 | +37·4 | +45·1 | +67·6 | +83·4 | + 93·1 | + 83·8 | + 92·4 | +115·3 | +189·5 | (79·2) | +213·2 | (77·8) | +253·3 | (86·7) |
| Total of investments | +42·3 | +54·5 | +53·5 | +69·8 | +101·3 | +103·8 | + 80·8 | +130·9 | +125·0 | +192·9 | (80·6) | +286·7 | (104·7) | +282·1 | (96·6) |
| Cash and other short-term assets: | | | | | | | | | | | | | | | |
| Cash in hand and with United Kingdom banks | — | — 2·7 | + 2·2 | + 1·6 | + 0·6 | + 3·5 | — 0·4 | + 1·9 | + 8·3 | + 1·1 | (0·5) | — 0·2 | (—0·1) | + 13·9 | (4·8) |
| United Kingdom local authority bills and temporary money | + 5·0 | + 1·6 | + 1·6 | + 8·6 | — 5·4 | — 0·5 | + 19·2 | — 4·0 | — 8·3 | + 32·7 | (13·7) | — 7·8 | (—2·8) | — 7·3 | (—2·5) |
| Other short-term assets | + 0·8 | + 0·1 | + 1·4 | + 3·7 | + 3·4 | — 0·3 | — 0·3 | — 2·5 | + 1·9 | + 4·1 | (1·8) | + 1·0 | (0·4) | + 3·2 | (1·1) |
| Short-term liabilities | + 2·9 | + 0·2 | — | + 1·4 | — 2·8 | + 1·5 | + 4·0 | — 3·4 | — 1·4 | + 8·3 | (3·5) | — 6·0 | (—2·2) | + 0·2 | (0·1) |
| Total net cash and other short-term assets | + 8·7 | — 0·7 | + 5·3 | +15·2 | — 4·2 | + 4·2 | + 22·5 | — 8·0 | + 0·5 | + 46·3 | (19·4) | — 12·9 | (—4·7) | + 10·0 | (3·4) |
| Total net investment | +51·0 | +53·8 | +58·7 | +85·0 | +97·1 | +108·0 | +103·2 | +122·9 | +125·5 | +239·2 | (100·0) | +273·8 | (100·0) | +292·1 | (100·0) |

(1) Excluding funds of co-operative societies, the net addition to which is estimated at £2 million per quarter mainly invested with parent societies. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.

assets of £1-25 million) increasing by 11 per cent (14 per cent 1964-1965), the small size funds (with assets of under £1 million) by 9 per cent (5½ per cent 1964-1965) and the largest funds (with assets of over £25 million) which showed the sharpest increase (19 per cent) between 1964 and 1965, by 2 per cent only.

Investment in public sector securities which, in 1965, rose to 27 per cent of total net investment from just over 1 per cent in 1964, fell in 1966 to 10 per cent of total net investment; the largest funds reduced their investment of this kind very sharply, from £39 million in 1965 to £10 million in 1966, and for all funds it was reduced by £45 million. Investment in company securities increased by £39 million to £228 million, 78 per cent of total net investment compared with about 69 per cent in 1965 and 74 per cent in 1964; investment in both equities and debentures increased, absolutely and proportionately. After falling from 56 per cent in 1964 to 37 per cent in 1965, investment in equities as a proportion of total net investment rose to 43 per cent in 1966, reflecting in part the recovery of new issues of equities during the year after the fall between 1964 and 1965.

Although funds in each of the size groups distinguished shared in the increase in total net investment in 1966 compared with 1965, only the middle sized funds increased their investment in securities, etc. (by £3 million from £101 million in 1965 to £104 million in 1966). Investment in securities etc. by the other two size groups fell, the largest size group by £6 million (from £131 million in 1965 to £125 million in 1966) and the smallest size group by £1 million (from £55 million in 1965 to £54 million in 1966). Increases in cash and short-term assets held by funds in each of the size groups, compared with falls in each during 1965, contributed to the increase in total net investment of £18 million.

### Holdings of assets

Table 2 shows the analysis of holdings of assets by private pension funds (excluding co-operative societies) for the years 1963 to

**Table 2. Assets held by private pension funds, 1963, 1964, 1965 and 1966 (1)**

£ million (percentages of total; in brackets)

| Assets | Funds with Total Assets of Under £1 Million | | | | Revised Basis (2) | Between £1-25 Million | | | | Revised Basis (2) |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1963 | 1964 | 1965 | 1966 | 1966 | 1963 | 1964 | 1965 | 1966 | 1966 |
| Public sector securities: | | | | | | | | | | |
| British government and government guaranteed securities: | 98·6 (21·7) | 93·8 (19·1) | 95·6 (17·8) | 108·0 (19·0) | 52·2 (23·2) | 204·8 (19·7) | 197·5 (18·1) | 202·8 (16·8) | 198·1 (16·3) | 216·6 (16·6) |
| United Kingdom local authority securities | 33·3 (7·3) | 34·2 (7·0) | 40·3 (7·5) | 33·4 [5·9) | 18·4 (8·2) | 64·9 (6·3) | 62·5 (5·7) | 66·9 (5·6) | 68·5 (5·6) | 75·8 (5·8) |
| Total of public sector securities | 131·9 (29·1) | 128·0 (26·0) | 135·9 (25·3) | 141·4 (24·8) | 70·6 (31·4) | 269·7 (26·0) | 260·0 (23·8) | 269·6 (22·4) | 266·5 (21·9) | 292·4 (22·4) |
| Other assets: | | | | | | | | | | |
| Company securities: | | | | | | | | | | |
| Ordinary shares | 205·0 (45·2) | 223·4 (45·5) | 236·1 (44·0) | 264·7 (46·5) | 85·2 (37·9) | 456·4 (44·0) | 483·6 (44·3) | 549·2 (45·6) | 543·9 (44·6) | 574·2 (43·9) |
| Preference shares | 15·1 (3·3) | 15·9 (3·2) | 21·6 (4·0) | 10·9 (1·9) | 6·3 (2·8) | 40·0 (3·9) | 31·4 (2·9) | 31·7 (2·6) | 21·9 (1·8) | 24·9 (1·9) |
| Debentures, etc. | 61·8 (13·6) | 70·8 (14·4) | 82·1 (15·3) | 93·5 (16·4) | 38·9 (17·3) | 175·0 (16·9) | 192·2 (17·6) | 220·0 (18·4) | 259·0 (21·3) | 282·5 (21·6) |
| Mortgages and loans | 8·7 (1·9) | 9·4 (1·9) | 10·6 (2·0) | 7·5 (1·3) | 3·5 (1·6) | 30·3 (2·9) | 33·6 (3·1) | 38·9 (3·2) | 27·7 (2·3) | 29·8 (2·3) |
| Overseas government etc., securities | 10·3 (2·3) | 7·3 (1·5) | 6·4 (1·2) | 4·4 (0·8) | 2·6 (1·1) | 21·4 (2·1) | 17·5 (1·6) | 17·3 (1·4) | 13·0 (1·1) | 14·2 (1·1) |
| Other investments | 2·7 (0·6) | 7·8 (1·6) | 9·9 (1·8) | 11·0 (1·9) | 2·9 (1·3) | 20·8 (2·0) | 38·3 (3·5) | 45·5 (3·8) | 54·5 (4·5) | 52·9 (4·0) |
| Total of other assets | 303·6 (66·9) | 334·5 (68·1) | 366·7 (68·3) | 392·0 (68·8) | 139·4 (62·0) | 744·1 (71·7) | 796·7 (73·0) | 904·7 (75·1) | 920·0 (75·5) | 978·5 (74·9) |
| Cash and other short-assets, net | 18·0 (4·0) | 29·0 (5·9) | 34·1 (6·4) | 36·1 (6·3) | 15·0 (6·6) | 24·1 (2·3) | 34·3 (3·2) | 30·9 (2·6) | 32·1 (2·6) | 35·9 (2·7) |
| Total assets | 453·5 (100·0) | 491·5 (100·0) | 536·7 (100·0) | 569·5 (100·0) | 225·0 (100·0) | 1,037·9 (100·0) | 1,091·0 (100·0) | 1,205·1 (100·0) | 1,218·7 (100·0) | 1,306·8 (100·0) |

| Assets | Over £25 Million | | | | Revised Basis (2) | Total Assets | | | | Revised Basis (2) |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1963 | 1964 | 1965 | 1966 | 1966 | 1963 | 1964 | 1965 | 1966 | 1966 |
| Public sector securities: | | | | | | | | | | |
| British government and government guaranteed securities | 317·2 (22·8) | 290·2 (20·6) | 312·4 (20·1) | 315·4 (20·0) | 338·2 (19·6) | 620·6 (21·5) | 581·5 (19·5) | 610·8 (18·6) | 621·4 (18·5) | 607·0 (18·7) |
| United Kingdom local authority securities | 60·7 (4·4) | 56·9 (4·1) | 63·9 (4·1) | 67·1 (4·3) | 71·9 (4·2) | 158·9 (5·5) | 153·6 (5·1) | 171·0 (5·2) | 168·9 (5·0) | 166·1 (5·1) |
| Total of public sector securities | 377·9 (27·2) | 347·1 (24·8) | 376·2 (24·3) | 382·4 (24·3) | 410·0 (23·9) | 779·5 (27·0) | 735·1 (24·6) | 781·8 (23·7) | 790·3 (23·5) | 773·0 (23·8) |
| Other assets: | | | | | | | | | | |
| Company securities: | | | | | | | | | | |
| Ordinary shares | 708·7 (51·0) | 714·4 (50·9) | 808·2 (52·1) | 771·4 (48·9) | 847·8 (49·5) | 1,370·1 (47·5) | 1,421·4 (47·6) | 1,593·5 (48·4) | 1,580·0 (47·0) | 1,507·2 (46·4) |
| Preference shares | 28·8 (2·1) | 27·8 (1·9) | 25·1 (1·6) | 21·5 (1·3) | 22·2 (1·3) | 83·8 (2·9) | 75·1 (2·5) | 78·4 (2·4) | 54·3 (1·6) | 53·4 (1·6) |
| Debentures, etc. | 175·8 (12·6) | 189·3 (13·5) | 214·7 (13·8) | 263·0 (16·7) | 279·0 (16·3) | 412·6 (14·3) | 452·3 (15·2) | 518·9 (15·8) | 615·4 (18·3) | 600·5 (18·6) |
| Mortgages and loans | 14·4 (1·0) | 10·0 (0·7) | 15·1 (1·0) | 11·6 (0·7) | 13·7 (0·8) | 53·4 (1·9) | 53·0 (1·8) | 64·6 (2·0) | 46·8 (1·4) | 47·0 (1·4) |
| Overseas government etc., securities | 26·9 (1·9) | 25·2 (1·8) | 22·8 (1·5) | 20·6 (1·3) | 21·2 (1·2) | 58·6 (2·0) | 50·0 (1·7) | 46·6 (1·4) | 38·0 (1·1) | 38·0 (1·2) |
| Other investments | 44·1 (3·2) | 53·1 (3·8) | 62·5 (4·0) | 78·3 (5·0) | 85·9 (5·0) | 67·6 (2·3) | 99·2 (3·3) | 117·8 (3·6) | 143·9 (4·3) | 141·7 (4·4) |
| Total of other assets | 998·7 (71·8) | 1,019·9 (72·7) | 1,148·5 (74·1) | 1,166·5 (73·9) | 1,269·9 (74·1) | 2,046·2 (70·9) | 2,151·1 (72·0) | 2,419·8 (73·5) | 2,478·5 (73·7) | 2,387·8 (73·6) |
| Cash and other short-term assets, net | 15·1 (1·1) | 35·4 (2·5) | 25·9 (1·7) | 28·2 (1·8) | 33·6 (2·0) | 57·2 (2·0) | 98·7 (3·3) | 90·9 (2·8) | 96·4 (2·8) | 84·5 (2·6) |
| Total assets | 1,391·7 (100·0) | 1,402·4 (100·0) | 1,550·7 (100·0) | 1,577·1 (100·0) | 1,713·6 (100·0) | 2,882·9 (100·0) | 2,984·9 (100·0) | 3,292·5 (100·0) | 3,365·2 (100·0) | 3,245·4 (100·0) |

(1) The figures include estimates for other private self-administered pension funds not contributing to the annual inquiries, but exclude funds of co-operative societies which, it is estimated mounted to £117 million in 1963, £126 million in 1964, £133 million in 1965 and £140 million in 1966, made up as follows:

| | 1963 (£ million) | 1964 (£ million) | 1965 (£ million) | 1966 (£ million |
|---|---|---|---|---|
| British government securities | 7·1 | 7·7 | 7·6 | 11·3 |
| United Kingdom local authority securities | 10·5 | 10·1 | 10·7 | 6·0 |
| Ordinary shares | 4·0 | 3·3 | 3·6 | 3·2 |
| Preference shares | 0·5 | 1·0 | 1·3 | 2·1 |
| Debentures, etc. | 1·0 | 1·6 | 2·3 | 3·9 |
| With parent societies | 94·0 | 102·0 | 107·4 | 113·3 |
| | 117·1 | 125·7 | 132·9 | 139·9 |

(2) For further details on the revision of the sample, see text.

**OPPORTUNITIES FOR EXPORTERS**

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

1966. The estimate of holdings of assets at the end of 1966, made on a revised basis – £3,245 million – is some £120 million lower than the estimate on the previous basis. The difference partly results from changes in the sample of funds contributing to the inquiry, and partly from a downward revision of the estimate of the assets of small funds not contributing to the inquiry. The unrevised estimate of holdings at the end of 1966 was about £73 million higher than the comparable figure at the end of 1965. The change in the pattern of holdings between two end-years reflects a number of factors, besides the amount of money invested during the year. Since most funds (approximately seven out of eight) valued their holding of securities at market prices, the figures also reflect changes in prices quoted on the Stock Exchange. In general, security prices were lower at the end of 1966 than at the end of 1965 (equities were down by about 10 per cent during this period according to the *Financial Times* all shares index, debentures were down by about half that amount, while medium and long-dated Government stocks showed price falls of between 2 and 5 per cent); but the £292 million of investment during the year outweighted the fall in asset values. A different situation obtained in 1965, when the change in asset values reinforced annual investment during a period of rising security prices.

The value of holdings of public sector securities rose slightly during the year, but remained at roughly the same proportion of total assets (23¼ per cent). As expected, the value of holdings of ordinary shares fell during the year (by £13.5 million from 48½ per cent to 47 per cent of total assets), despite net investment in ordinary shares during 1966 of £124 million. Company debentures represented a significantly higher proportion of total assets at the end of 1966 (nearly 18½ per cent) compared with the end of 1965 (nearly 16 per cent), while holdings of other investments (mainly land, property and ground rents) also increased as a proportion of total assets.

### Pension funds of co-operative societies

Statistics of holdings of assets by Co-operative Societies' pension funds are shown in a footnote to Table 2. These are derived mainly from the reports of the Registrar of Friendly Societies, statistics published by the Co-operative Union and from information provided by officials of the Co-operative movement.

### Transactions in the first quarter of 1967

Table 3 shows net investment by private pension funds in the first quarter of 1967. At £48 million net investment was significantly lower than in the fourth quarter of 1966. A small part of this change will be due to the revision of the coverage of the sample, though probably not more than 3 or 4 per cent. There is a significant quarter to quarter fluctuation in the investment of private pension funds, reflecting among other things the timing of transfers by companies to their pension funds. In general there is a fall between the fourth and first quarter in net investment, although this year the fall was larger than usual. The fall was mainly due to a run-down of cash and other short-term assets which fell by £24 million during the first quarter after rising by £15½ million in the fourth quarter of 1966 when total net investment appeared to be abnormally high. Holdings of cash rose by £21 million in the fourth quarter of 1966 but fell back by £17½ million in the following quarter.

Investment in securities, etc., in the first quarter at £72 million was slightly down on the previous quarter's level, but was virtually the same as the average investment for 1966 as a whole. Investment in public sector securities at £26 million was higher than in previous quarters and long-dated Government securities in particular attracted significant investment (£47 million) with some disinvestment in medium-dated securities. Long-dated local authority securities also attracted significant investment in the first quarter after the low levels of the previous year. Investment in ordinary shares (nearly £22 million) was slightly above the previous quarter's level, though still below the levels of the early quarters of 1966 when new issues were at a higher level than currently. Investment in company debentures fell back from the high level during 1966 (£16 million compared with an average quarterly rate of some £26½ million). Other investments (mainly land, property and ground rents) remained at a high level.

**Table 3. Net investment in assets by private pension funds (1)**

£ million

| Assets | Net Investment | | | | | | | Transactions 1st quarter 1967 (2) | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Year 1964 | Year 1965 | 1966 | | | | Year 1966 | Assets acquired | Assets Realized | Net Investment |
| | | | 1st quarter | 2nd quarter | 3rd quarter | 4th quarter | | | | |
| Public sector securities: | | | | | | | | | | |
| British government and government guaranteed securities: | | | | | | | | | | |
| Period to maturity: | | | | | | | | | | |
| Up to 5 years | — 1·7 | + 11·7 | + 5·3 | — 7·3 | — 5·1 | — 2·1 | — 9·2 | 21·3 | 15·9 | + 5·4 |
| Over 5 and up to 10 years | — 5·9 | + 13·9 | — 6·9 | — 7·2 | — 11·9 | — 14·0 | — 40·0 | 6·3 | 11·3 | — 5·0 |
| Over 10 and up to 15 years | — 2·6 | + 31·1 | — 10·7 | — 1·4 | — 3·2 | — 19·1 | — 34·4 | 10·6 | 36·7 | — 26·1 |
| Over 15 years | + 10·0 | — 4·8 | + 12·6 | + 15·7 | + 15·2 | + 61·9 | +105·4 | 136·6 | 89·7 | + 46·9 |
| Undated | — 0·4 | + 1·5 | — 0·5 | + 3·6 | + 5·5 | — 1·9 | + 6·7 | 4·3 | 3·0 | + 1·3 |
| United Kingdom local authority securities: | | | | | | | | | | |
| Quoted: | | | | | | | | | | |
| Period to maturity: | | | | | | | | | | |
| Up to 10 years | — 0·5 | + 3·5 | — | + 3·0 | — 2·2 | — 2·9 | — 2·1 | 6·6 | 9·6 | — 3·0 |
| Over 10 and up to 15 years | — 0·2 | + 4·0 | + 3·8 | + 1·9 | — 1·4 | — 0·1 | + 4·3 | 3·5 | 2·0 | + 1·5 |
| Over 15 years and undated | + 1·2 | + 11·4 | + 0·4 | — 0·9 | — 0·5 | + 1·1 | + 0·2 | 9·0 | 3·0 | + 6·0 |
| Unquoted | + 3·5 | + 1·1 | + 0·5 | — 1·8 | — 0·5 | — 0·1 | — 1·9 | 1·2 | 2·4 | — 1·2 |
| Total of public sector securities | + 3·4 | + 73·5 | + 4·3 | + 5·6 | — 4·0 | + 22·8 | + 28·8 | 199·4 | 173·5 | + 25·8 |
| Other investments: | | | | | | | | | | |
| Company securities: | | | | | | | | | | |
| Ordinary shares | +133·3 | +101·6 | + 40·4 | + 34·6 | + 29·4 | + 20·1 | +124·4 | 43·1 | 21·5 | + 21·6 |
| Preference shares | + 1·6 | — 7·0 | + 0·3 | — 1·6 | — 0·2 | — 1·4 | — 3·0 | 0·9 | 1·3 | — 0·4 |
| Debentures, etc. | + 41·3 | + 94·0 | + 34·4 | + 19·7 | + 23·7 | + 28·8 | +106·6 | 27·8 | 11·7 | + 16·1 |
| Mortgages and loans | + 1·8 | + 5·1 | + 2·5 | + 0·9 | — 0·4 | + 0·3 | + 3·3 | 1·4 | 2·4 | — 1·0 |
| Overseas, government, etc., securities | — 4·1 | — 3·3 | — 0·8 | — 1·6 | — 0·8 | — 1·3 | — 4·5 | 3·5 | 2·7 | + 0·8 |
| Other investments | + 15·7 | + 22·8 | + 1·4 | + 10·3 | + 5·7 | + 8·7 | + 26·1 | 9·6 | 0·7 | + 8·9 |
| Total of other investments | +189·5 | +213·2 | + 78·3 | + 62·3 | + 57·4 | + 53·3 | +253·3 | 86·3 | 40·2 | + 46·1 |
| Total of investments | +192·9 | +286·7 | + 82·6 | + 68·0 | + 53·3 | + 78·1 | +282·1 | 285·7 | 213·8 | + 71·9 |
| | | | | | | | | Balances | | |
| | | | | | | | | Dec. 31, 1966 | Mar. 31, 1967 | |
| Cash and other short-term assets: | | | | | | | | | | |
| Cash in hand and with UK banks | + 1·1 | — 0·2 | — 3·3 | + 2·5 | — 6·3 | + 21·0 | + 13·9 | 50·3 | 32·9 | — 17·4 |
| UK local authority bills and temporary money | + 32·7 | — 7·8 | — 4·8 | + 3·0 | — 3·0 | — 2·5 | — 7·3 | 21·7 | 18·3 | — 3·4 |
| Other short-term assets | + 4·1 | + 1·0 | + 0·5 | — 0·2 | + 5·0 | — 2·1 | + 3·2 | 22·2 | 18·1 | — 4·1 |
| Short-term liabilities | + 8·3 | — 6·0 | — 2·9 | + 5·7 | — 1·6 | — 1·0 | + 0·2 | 13·3 | 12·1 | + 1·2 |
| Total net cash and other short-term assets | + 46·3 | — 12·9 | — 10·6 | + 11·0 | — 5·9 | + 15·5 | + 10·0 | 80·9 | 57·2 | — 23·8 |
| Total net investment | +239·2 | +273·8 | + 72·0 | + 79·0 | + 47·4 | + 93·6 | +292·1 | | | + 48·1 |

(1) Excluding funds of co-operative socieities which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) On revised basis—see text.
— = Nil or less than £·05 million.

**Notes and definitions**

The statistics relate to the self-administered pension and superannuation funds of the private sector, including those of companies and non-profit making bodies. Respondents are asked to make returns covering financial assets of funds whose investment policy is managed from within the United Kingdom, including the funds of any subsidiary companies. Some undertakings operate two or more pension funds; such funds have been treated as single funds in the statistics.

Funds which operate primarily through insurance companies and funds of local authorities, public corporations or central government are not included. All funds with assets of £1 million or more have contributed to the inquiries, although not all of them have been able to give fully detailed statistics. About 1 in 4 of funds with assets of £0.1 million but less than £1 million contribute to the statistics, while funds with assets below £0.1 million are not approached. Estimates have been made of quarterly transactions of and assets held by funds not included in the sample or which did not respond.

All the funds were asked if possible to give their marketable securities at December 31 at current market values. Approximately two-thirds of funds responding did so: the remainder gave figures at their accounting date nearest to December 31. For this reason the figures of holdings of cash and other short term assets – Tables 2 and 3 differ slightly.

*Short term assets* are those maturing within one year or originating date including loans payable at lender's option within one year of the date of issue. They include Treasury bills and local authority bills and temporary money. Balances due to stockbrokers on securities sold for future settlement have been deducted from short term assets.

Totals in the tables are not always equal to the sum of their components because of rounding.

# Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, June 30, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| **BRITISH** | | | | | |
| Mining Review No. 11 – 20th Year | Br/E 32485 | 11 | June 27 | Data Film Distributors Ltd. | National Coal Board |
| Road to the West | Br/E 32486 | 21 | June 27 | " " | Commonwealth Film Unit, Australia |
| Ulysses | Br/E 32487 | 132 | June 28 | British Lion Films Ltd. | Ulysses Film Production Ltd. |
| Jules Verne's Rocket to the Moon | Br/E 32488 | 101 | June 28 | Warner-Pathe Distributors Ltd. | Jules Verne Films Ltd. |
| Pathe Pictorial Series 651/663: | | | | | |
| *Pathe Pictorial No.* 654 | Br/E 32489 | 8 | June 28 | " " | Associated British-Pathe Ltd. |
| Pathe News 67-51 | Br/E 31980 | 7 | June 30 | " " | " " |
| Pathe News 67-52 | Br/E 31981 | 8 | June 30 | " " | " " |
| Movietone News 1985 | Br/E 31914 | 7 | June 30 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 1985A | Br/E 31915 | 10 | June 30 | " " | " " |
| **FOREIGN** | | | | | |
| Lady in a Cage | F 32479 | 94 | June 26 | Gala Film Distributors Ltd. | Luther Davis Pictures |
| Gnome – Mobile | F 32480 | 84 | June 26 | Walt Disney Productions Ltd. | Walt Disney Productions |
| Million Dollar Collar | F 32481 | 64 | June 26 | " " | " " |
| Help, My Snowman's Burning Down! | F 32482 | 10 | June 26 | Contemporary Films Ltd. | Carson Davidson |
| The Daisy | F 32483 | 6 | June 26 | " " | Bulgarian State Enterprise Distribution of Films, Sofia |
| City of Mud | F 32484 | 7 | June 26 | " " | Ceskoslovensky Filmexport, Prague |
| Triple Cross | F 32490 | 126 | June 30 | Warner-Pathe Distributors Ltd. | Cineurop S.A.R.L., Paris |
| Chop Chop | F 32491 | 9 | June 30 | Paramount Film Service Ltd. | Paramount Pictures Corp. |
| Breezing through Bavaria | F 32492 | 10 | June 30 | " " | " " |
| Think or Sink | F 32493 | 7 | June 30 | " " | " " |
| Sulkies and Silks | F 32494 | 10 | June 30 | " " | " " |
| Blacksheep Blacksmith | F 32495 | 6 | June 30 | " " | " " |
| Throne for a Loss | F 32496 | 6 | June 30 | " " | " " |
| Geronimo and Son | F 32497 | 6 | June 30 | " " | " " |
| The Winning Strain | F 32498 | 9 | June 30 | " " | " " |

# 'Economic Trends' for June

THE JUNE ISSUE of *Economic Trends*, issued by the Central Statistical Office on June 29 (HMSO, price 7s.) contains the regular monthly article on the economic situation; an article, with detailed tables, on the United Kingdom balance of payments in the first quarter of 1967; and an article on the Overseas Sterling Area balance of payments in the fourth quarter of 1966, and over the year as a whole.

The article on the United Kingdom balance of payments amplifies the summary account, and tables published in a Treasury press notice on June 13. The article on the economic situation contains an introductory 'General Assessment', which was also published in a press notice on June 13.

# Overdrafts of the nationalized industries

THE TOTAL BANK overdrafts of the nationalized industries at June 21 amounted to £57.5 million of which £49.1 million was from the Clearing Banks and £8.4 million from the Scottish Banks.

**IMPORTANCE OF AIR MAIL**

*All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.*

*Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.*

*Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.*

# Retail sales in May

FOR THE THREE MONTHS ended May the volume of retail sales after seasonal adjustment was about the same as during the preceding period of three months, suggesting that the underlying trend, which had shown a small upward movement in the earlier part of the year, was fairly level. For May itself the seasonally adjusted index of the volume of sales was 108, a point lower than the average of the four months up to April, but in view of random irregularities in the series too much significance cannot be attached to month to month movements.

Comparing the three months ended May with the preceding three months, on a seasonally adjusted basis and in volume terms, sales by food shops continued at a steady level and there was also little movement in the sales of non-food shops.

The value of sales after seasonal adjustment showed much the same picture, the index of 127 for the three months ended May being very little different from the index for the preceding three months.

Compared with May 1966 total retail sales in May 1967 showed a fall of 1 per cent in value terms and 2 per cent in volume terms.

(*Continued on page* 48)

*Agents for Wedgwood in the Scandinavian market, Mr. Finn Hornsleth (right) and his son, Mr. Steen Hornsleth (second right) on a recent visit to the Wedgwood factory at Barlaston, Stoke-on-Trent, are seen here in the design studios examining a new shape in oven-to-table ware, 'Sterling', which is to go into production later this year. Also in the picture are Mr. W. U. Lydeard (left), general sales manager of Wedgwood; and Mr. Martin Wedgwood, European sales manager.*

**Table 1. Retail sales seasonally adjusted (a)**

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

| | All kinds of business | Food shops | Non-food shops | | | |
|---|---|---|---|---|---|---|
| | | | Total | Clothing and footwear shops | Durable goods shops | Other non-food shops (b) |
| 1966 1st quarter | 124 | 122 | 127 | 120 | 122 | 131 |
| 2nd quarter | 126 | 124 | 126 | 119 | 123 | 131 |
| 3rd quarter | 125 | 125 | 126 | 120 | 120 | 131 |
| 4th quarter | 126 | 126 | 125 | 120 | 118 | 131 |
| 1967 1st quarter | 128 | 126 | 129 | 122 | 120 | 135 |
| 1966 April | 125 | 124 | 126 | 117 | 124 | 131 |
| May | 127 | 125 | 127 | 119 | 123 | 133 |
| June | 125 | 123 | 126 | 120 | 121 | 130 |
| July | 126 | 124 | 128 | 121 | 126 | 132 |
| August | 126 | 125 | 128 | 123 | 118 | 134 |
| September | 124 | 125 | 123 | 117 | 116 | 128 |
| October | 125 | 125 | 124 | 116 | 119 | 132 |
| November | 126 | 126 | 126 | 123 | 117 | 131 |
| December | 126 | 128 | 125 | 120 | 117 | 131 |
| 1967 January | 127 | 125 | 128 | 123 | 123 | 133 |
| February | 127 | 126 | 128 | 121 | 121 | 135 |
| March | 128 | 128 | 129 | 123 | 116 | 136 |
| April | 126 | 126 | 126 | 114 | 124 | 133 |
| May | 126 | 128 | 124 | 113 | 120 | 131 |

(ii) At average 1961 prices.

| | All kinds of business | Food shops | Non-food shops |
|---|---|---|---|
| 1966 1st quarter | 110 | 105 | 114 |
| 2nd quarter | 110 | 106 | 113 |
| 3rd quarter | 109 | 106 | 111 |
| 4th quarter | 109 | 106 | 110 |
| 1967 1st quarter | 109 | 106 | 112 |
| 1966 April | 110 | 107 | 113 |
| May | 111 | 107 | 114 |
| June | 109 | 105 | 113 |
| July | 110 | 106 | 113 |
| August | 109 | 106 | 113 |
| September | 107 | 106 | 109 |
| October | 108 | 106 | 109 |
| November | 109 | 106 | 111 |
| December | 109 | 107 | 110 |
| 1967 January | 109 | 105 | 112 |
| February | 109 | 106 | 112 |
| March | 110 | 107 | 112 |
| April | 109 | 106 | 111 |
| May | 108 | 107 | 109 |

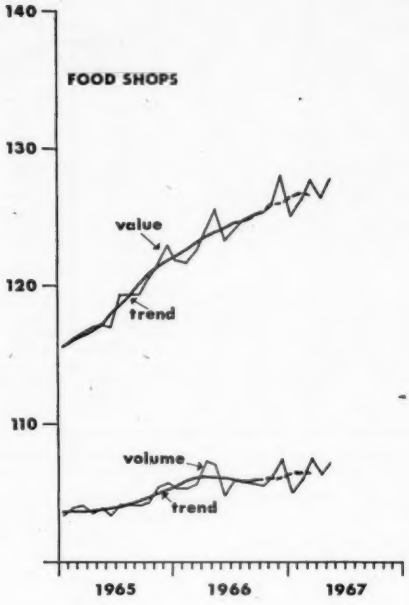
(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

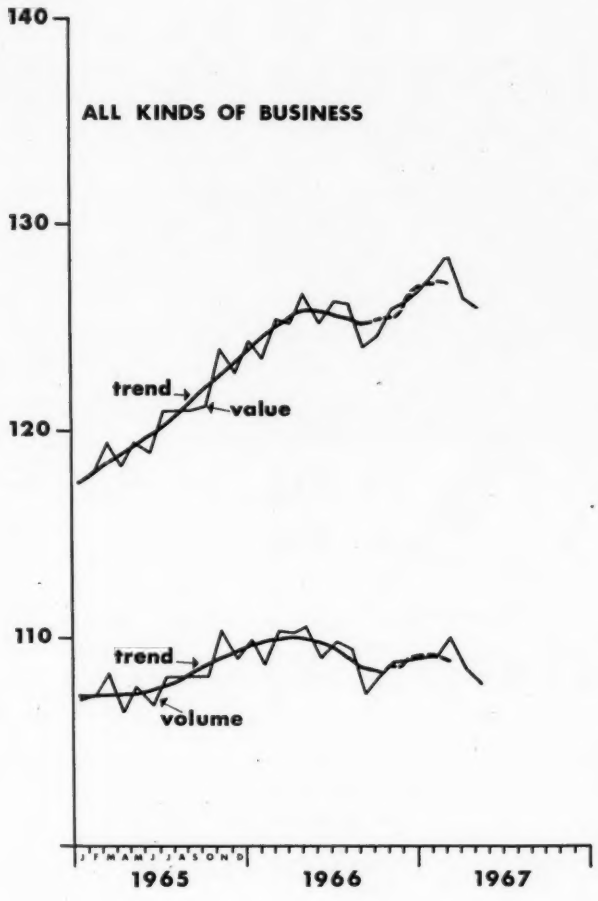
**Table 2. Analysis by form of organization.**

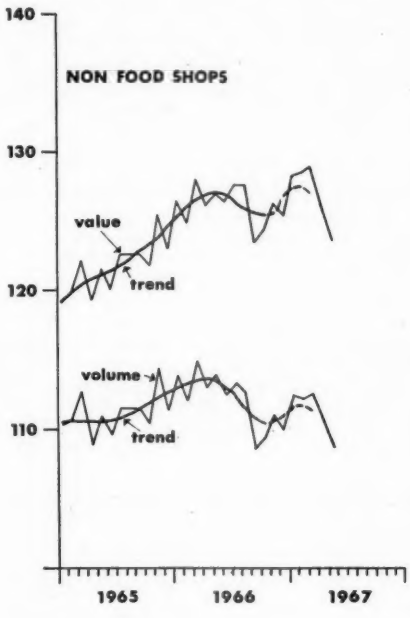
May – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

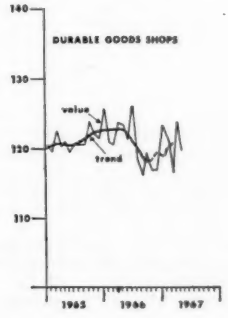
| | Total all retailers | | Independent retailers | | Multiple retailers | | Co-operative societies | |
|---|---|---|---|---|---|---|---|---|
| | | % | | % | | % | | % |
| ALL KINDS OF BUSINESS | 124 | —1 | 116 | —1 | 142 | + 1 | 105 | — 4 |
| FOOD SHOPS (h) | 127 | +2 | 120 | +1 | 160 | + 5 | 105 | — 3 |
| Grocers | 127 | +2(f) | 116 | +1 | 172 | + 6 | 101 | — 4(f) |
| Butchers | 116 | +2 | .. | .. | .. | .. | .. | .. |
| Greengrocers, fruiterers | 124 | —3 | 126 | —3 | 128 | Nil | 94 | — 7 |
| Fishmongers, poulterers | 117 | —3 | .. | .. | .. | .. | .. | .. |
| Bread and flour confectioners | 139 | +4(g) | 132 | +4 | 151 | + 4 | .. | .. |
| Off-licences | 128 | +6 | 122 | +7 | 134 | + 5 | .. | .. |
| Dairymen | 139 | +4 | .. | .. | .. | .. | 126 | + 3 |
| NON-FOOD SHOPS | 122 | —2 | .. | .. | .. | .. | .. | .. |
| *Clothing and footwear shops* | 120 | —5 | 110 | —7 | 133 | — 2 | 105 | — 8 |
| Footwear shops | 122 | —8 | 127 | —9 | 122 | — 8 | 108 | —10 |
| Men's and boys' wear shops | 119 | —6 | 109 | —8 | 131 | — 4 | 97 | — 9 |
| Women's, girls' and infants' wear, drapery and general clothing shops | 119 | —4 | 107 | —7 | 138 | Nil | 106 | — 8 |
| Large (c) | — | | 118 | —5 | — | | — | |
| Medium (c) | — | | 114 | —5 | — | | — | |
| Small (c) | — | | 102 | —8 | — | | — | |
| *Durable goods shops* | 113 | —2 | 103 | —3 | 133 | Nil | 106 | — 9 |
| Furniture shops | 110 | —7 | 110 | —4 | 110 | —15 | — | |
| Large (c) | — | | 104 | —8 | — | | — | |
| Medium and small (c) | — | | 112 | —3 | — | | — | |
| Other durable goods shops | 117 | +2 | 94 | —2 | 142 | + 6 | — | |
| Radio and electrical goods, etc. shops (e) | 105 | +1 | 94 | —2 | 129 | + 7 | — | |
| of which | | | | | | | | |
| Rental specialists | .. | | .. | | 161 | + 5 | — | |
| Electricity showrooms | 132 | +7 | — | | 132 | + 7 | — | |
| Gas showrooms | 187 | +4 | — | | 187 | + 4 | — | |
| *Miscellaneous non-food shops (b)* | 121 | —1 | .. | | .. | | .. | |
| Confectioners, tobacconists, newsagents | 125 | +2 | 122 | +2 | 146 | + 3 | — | |
| Booksellers, stationers | .. | | 126 | +3 | .. | | — | |
| Chemists, photographic goods dealers (d) | 119 | —2 | 113 | —5 | 130 | + 1 | 110 | — 1 |
| Jewellers | 107 | —1 | 108 | —1 | 100 | — 1 | — | |
| Leather goods, sports goods, toys and fancy goods shops | 107 | —2 | .. | | .. | | — | |
| Ironmongers and hardware shops | 117 | —2 | 119 | —2 | 107 | — 4 | — | |
| Other miscellaneous non-food shops | — | | 128 | —5 | — | | — | |
| Department stores | 114 | —1 | — | | — | | — | |
| Mail order businesses | 194 | —1 | — | | — | | — | |

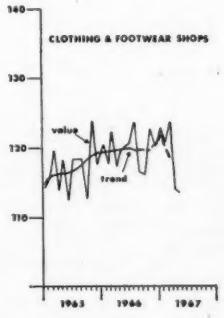
# RETAIL TRADE

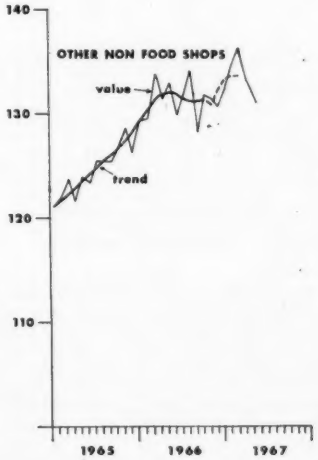


## Table 3. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

| (Sales in 1961 £ million) | All kinds of business (£9,140) | | Food shops (h) (£4,154) | | Non-food shops: Total (£4,986) | | Clothing and footwear shops (£1,384) | Durable goods shops (£956) | Miscellaneous non-food shops (b) (£1,962) | Department stores (£457) | Mail order businesses (£227) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Value | Volume* | Value | Volume* | Value | Volume* | | | | | |
| 1964 Year | 113 +5 | 106 +2 | 112 +5 | 103 +1 | 114 +6 | 108 +4 | 110 +4 | 116 +7 | 114 +6 | 113 +5 | 142 +17 |
| 1965 Year | 120 +6 | 108 +2 | 119 +6 | 104 +1 | 122 +6 | 111 +3 | 117 +6 | 121 +4 | 122 +7 | 118 +4 | 165 +16 |
| 1966 Year | 125 +4 | 109 +1 | 124 +5 | 106 +2 | 126 +3 | 112 +1 | 120 +2 | 120 —1 | 128 +5 | 120 +2 | 184 +11 |
| 1965 2nd quarter | 116 +6 | 104 +2 | 117 +5 | 102 +1 | 116 +6 | 105 +2 | 115 +6 | 112 +4 | 115 +7 | 108 +3 | 154 +11 |
| 3rd quarter | 117 +6 | 105 +2 | 117 +5 | 102 +1 | 118 +6 | 107 +3 | 112 +7 | 118 +3 | 120 +6 | 113 +5 | 148 +20 |
| 4th quarter | 139 +6 | 124 +2 | 127 +6 | 110 +2 | 148 +5 | 134 +2 | 146 +4 | 140 +3 | 145 +6 | 151 +3 | 219 +13 |
| 1966 1st quarter | 115 +5 | 102 +2 | 120 +5 | 104 +2 | 111 +5 | 100 +3 | 99 +4 | 116 +1 | 113 +7 | 105 +5 | 162 +16 |
| 2nd quarter | 122 +5 | 106 +2 | 123 +6 | 105 +2 | 121 +4 | 108 +2 | 118 +3 | 114 +2 | 122 +6 | 111 +3 | 176 +14 |
| 3rd quarter | 122 +3 | 106 +1 | 122 +4 | 103 +2 | 121 +3 | 107 Nil | 114 +1 | 117 —1 | 126 +5 | 114 +1 | 160 + 8 |
| 4th quarter | 142 +3 | 123 Nil | 132 +4 | 112 +1 | 150 +2 | 132 —2 | 148 +2 | 135 —4 | 150 +3 | 150 Nil | 237 + 8 |
| 1967 1st quarter | 118 +3 | 101 Nil | 124 +4 | 104 +1 | 113 +2 | 99 —1 | 101 +2 | 114 —2 | 116 +3 | 105 +1 | 170 + 5 |
| 1967 March | 121 +2 | 104 Nil | 126 +4 | 106 +1 | 116 +1 | 102 —2 | 104 +1 | 109 —3 | 123 +4 | 105 Nil | 191 — 5 |
| April | 122 +1 | 105 —1 | 127 +2 | 106 —1 | 119 Nil | 104 —2 | 109 —3 | 114 Nil | 122 Nil | 111 —1 | 185 +14 |
| May | 124 —1 | 106 —2 | 127 +2 | 106 Nil | 122 —2 | 107 —4 | 120 —5 | 113 —2 | 121 —1 | 114 —1 | 194 — 1 |
| 1967 Year to date† | +2 | —1 | +3 | Nil | Nil | —2 | —1 | —1 | +1 | Nil | +5 |

(ii) Analysis by kind of business: value only.

| (Sales in 1961 £ million) | Food shops: Grocers (f) (£2,397) | Butchers (£637) | Greengrocers, fruiterers (£323) | Fishmongers, poulterers (£81) | Bread and flour confectioners (g) (£191) | Off-licences (£139) | Dairymen (£367) | Clothing and footwear shops: Footwear shops (£229) | Men's and boys' wear shops (£281) | Women's wear shops (£874) |
|---|---|---|---|---|---|---|---|---|---|---|
| 1964 Year | 112 +4 | 109 +6 | 103 +3 | 115 +7 | 119 +6 | 123 + 8 | 118 +7 | 109 +3 | 111 +4 | 111 +4 |
| 1965 Year | 119 +6 | 113 +4 | 107 +4 | 120 +4 | 126 +6 | 135 +10 | 127 +7 | 114 +5 | 117 +5 | 118 +6 |
| 1966 Year | 25 +5 | 116 +3 | 113 +6 | 120 +1 | 132 +4 | 146 + 8 | 132 +5 | 117 +2 | 120 +3 | 120 +2 |
| 1965 2nd quarter | 117 +6 | 109 +5 | 119 +4 | 121 +6 | 126 +7 | 110 +10 | 124 +4 | 120 +4 | 114 +5 | 114 +6 |
| 3rd quarter | 117 +5 | 109 +4 | 109 +4 | 117 +2 | 127 +6 | 116 + 8 | 127 +7 | 112 +4 | 112 +7 | 112 +7 |
| 4th quarter | 127 +7 | 121 +1 | 99 +3 | 125 +2 | 132 +6 | 207 +11 | 133 +8 | 137 +3 | 142 +4 | 149 +4 |
| 1966 1st quarter | 121 +6 | 117 +2 | 104 +5 | 118 +1 | 127 +5 | 119 + 9 | 131 +7 | 92 +5 | 105 +5 | 99 +4 |
| 2nd quarter | 124 +6 | 112 +3 | 127 +7 | 123 +2 | 131 +4 | 122 +11 | 132 +6 | 123 +2 | 119 +4 | 116 +2 |
| 3rd quarter | 123 +5 | 112 +3 | 115 +5 | 117 Nil | 131 +3 | 127 +10 | 131 +3 | 113 Nil | 114 +2 | 114 +1 |
| 4th quarter | 133 +4 | 124 +3 | 106 +6 | 124 — | 137 +4 | 218 + | 136 + | 139 +2 | 143 Nil | 152 +2 |
| 1967 1st quarter | 125 +4 | 119 +2 | 109 +4 | 120 +2 | 132 +4 | 128 + 7 | 135 +3 | 9 +3 | 105 Nil | 101 +2 |
| 1967 March | 128 +5 | 117 +2 | 116 +3 | 123 +4 | 137 +4 | 129 + 9 | 134 +3 | 103 +1 | 102 —1 | 105 +2 |
| April | 128 +2 | 118 +2 | 116 —2 | 120 —6 | 139 +2 | 126 — 1 | 139 +6 | 108 —6 | 109 —4 | 108 —2 |
| May | 127 +2 | 116 +2 | 124 —3 | 117 —3 | 139 +4 | 128 + 6 | 139 +4 | 122 —8 | 119 —6 | 119 —4 |
| 1967 Year to date† | +3 | +2 | +1 | —1 | +3 | +5 | +4 | —2 | —2 | Nil |

| (Sales in 1961 £ million) | Durable goods shops: Furniture shops (£399) | Other durable goods shops: Total (£476) | Radio and electrical goods, etc., shops (e) (£372) | Electricity showrooms (£55) | Gas showrooms (£49) | Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794) | Booksellers, stationers‡ (£60) | Chemists, photographic goods dealers (d) (£259) | Jewellers (£80) | Leather goods, sports goods, toys and fancy goods shops (£83) | Ironmongers and hardware shops (£235) | Other miscellaneous non-food shops (i) (£66) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1964 Year | 111 +8 | 121 +6 | 114 +3 | 128 + 8 | 165 +21 | 113 +5 | 121 + 9 | 114 +6 | 118 +12 | 112 + 8 | 109 +2 | 113 |
| 1965 Year | 117 +5 | 125 +3 | 116 +2 | 124 — 3 | 195 +18 | 122 +8 | 133 +10 | 120 +5 | 126 + 7 | 123 + 9 | 114 +4 | 118 +5 |
| 1966 Year | 116 —2 | 125 Nil | 118 +2 | 119 — 4 | 187 — 4 | 130 +6 | 144 + 9 | 127 +6 | 130 + 3 | 130 + 6 | 119 +4 | 121 +3 |
| 1965 2nd quarter | 113 +7 | 113 +2 | 104 —1 | 118 — 2 | 174 +21 | 117 +9 | 110 + 9 | 114 +5 | 103 + 7 | 103 + 9 | 113 +4 | 123 +5 |
| 3rd quarter | 115 +4 | 120 +3 | 110 +2 | 117 —12 | 202 +19 | 124 +8 | 121 + 8 | 122 +3 | 120 + 5 | 125 + 7 | 112 +4 | 108 +4 |
| 4th quarter | 135 +4 | 144 +2 | 136 +3 | 137 — 9 | 212 + 6 | 136 +8 | 180 +11 | 143 +5 | 184 + 6 | 179 +10 | 127 +4 | 126 +2 |
| 1966 1st quarter | 109 +2 | 122 Nil | 117 +4 | 109 —14 | 177 — 7 | 122 +9 | 135 +11 | 109 +7 | 102 + 5 | 91 + 9 | 111 +6 | 116 Nil |
| 2nd quarter | 114 +1 | 115 +3 | 108 +4 | 113 — 4 | 173 — 1 | 125 +7 | 121 + 9 | 121 +6 | 109 + 6 | 109 + 6 | 117 +4 | 127 +3 |
| 3rd quarter | 114 —1 | 121 Nil | 112 +2 | 117 Nil | 190 — 6 | 131 +6 | 132 + 9 | 129 +6 | 125 + 4 | 133 + 6 | 117 +5 | 113 +5 |
| 4th quarter | 126 —7 | 143 —1 | 135 —1 | 137 Nil | 207 — 3 | 142 +4 | 191 + 6 | 149 +4 | 185 Nil | 186 + 4 | 131 +3 | 130 +4 |
| 1967 1st quarter | 103 —5 | 124 +2 | 117 Nil | 117 + 8 | 186 + 5 | 126 +4 | 140 + 4 | 110 +1 | 103 + 1 | 93 + 3 | 113 +2 | 118 +2 |
| 1967 March | 98 —6 | 120 Nil | 111 —1 | 113 + 8 | 190 — 1 | 133 +5 | 138 + 2 | 113 +2 | 110 + 1 | 97 + 2 | 119 +1 | 130 +2 |
| April | 104 —3 | 125 +4 | 116 +1 | 125 +19 | 194 + 9 | 127 —1 | 130 + 5 | 112 —1 | 103 — 1 | 106 — 4 | 121 +2 | 130 +5 |
| May | 110 —7 | 117 +2 | 105 +1 | 132 + 7 | 187 + 4 | 125 +2 | 126 + 3 | 119 —2 | 107 — 1 | 107 — 2 | 117 —2 | 128 —5 |
| 1967 Year to date† | —5 | +2 | +1 | +10 | +6 | +2 | +4 | Nil | Nil | Nil | +1 | +1 |

* Average 1961 prices. ‡ Independent retailers only. † January-May.

### Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by May 1967 sales was the four weeks from April 30, 1967, to May 27, 1967, the corresponding period in 1966 was from May 1, 1966, to May 28, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Include figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

### *Clothing and footwear shops*

The value of sales of clothing and footwear shops in the three months ended May 1967 was, seasonally adjusted, 3 per cent lower than in the previous three months ended February, a comparison suggesting some weakness in the sales of these shops.

On an unadjusted basis the turnover of this group of shops in May was 5 per cent lower than a year ago compared with a decrease of 3 per cent in April, and a rise of 2 per cent in the first quarter. Each of the three kinds of business included in this group recorded a fall in sales compared with a year earlier, footwear shops showing a larger decrease than did clothing shops.

Prices of clothing and footwear were about 2 per cent higher than a year earlier.

### *Durable goods shops*

The seasonally adjusted index of the value of sales of durable goods shops in the three months March to May 1967 was the same as in the previous three months. The index for May itself fell from the high April level and so continued the run of fluctuations which has been evident in the past few months.

On an unadjusted basis sales of durable goods shops were 2 per cent lower than in May 1966 (rather more if the unrounded percentage is taken); it is estimated that prices have increased by a little more than 2 per cent so that there was about a 5 per cent fall in the volume of sales. Comparison of the sales of the various sections of this group with their figures for May last year shows that sales of furniture shops were 7 per cent down, a decrease more or less in line with recent experience. Other durable goods shops, on the contrary, continued the run of increases on 1966 experience which has been a feature of this year's trading. Most kinds of business in this group shared this experience with the exception of independent radio and electrical goods shops, whose sales, as in earlier months of this year, continued to show a decrease on year earlier sales. The increases in the sales of gas and electricity showrooms were somewhat smaller than in April, returning to the levels of the first quarter of the year.

### *Other non-food shops*

The seasonally adjusted index of the value of sales of this miscellaneous group of shops, which includes department stores and mail order businesses, was about 1 per cent higher in the three months ended May than in the preceding three months. The index for May itself showed a fall of two points. Mail order businesses whose sales have tended to move erratically in recent months recorded a lower level of sales in May 1967 than in May 1966, but on average their rate of growth in the first five months of 1967 was much the same as in the second half of 1966. Department stores also showed lower sales in May than a year earlier. In the other kinds of business in this group the percentage change in May 1967 as compared with a year earlier was usually lower than that for the first quarter.

## NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

*Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in* 1855 *under the name of the Patent Office Library, but he was clearly in sympathy with its function.* 135,000 *people in* 1965 *came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including* 9,000 *current periodicals, are freely open to the public without formality. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

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## INDEX OF REGULAR STATISTICS

*When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

*Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the* JOURNAL.

## Exhibitions and Fairs

# *Exhibitions INRECOS and DATOS in Czechoslavakia*

**A report from the British Embassy, Prague**

THE CZECHOSLOVAK authorities staged two simultaneous international exhibitions in Prague between June 6-16, showing data collection, computer peripheral equipment and soft-ware systems.

In 1966 the Czechoslovak State Commission for Technology staged a large international exhibition of computers under the name of INCOMEX 66. British manufacturers of computers and peripheral equipment were the major participants at that exhibition. The two exhibitions in 1967 were in effect complementary exhibitions to INCOMEX 66. The Czechoslovak authorities hope to hold international exhibitions of computers and of data collection and computer soft-ware in alternate years.

INRECOS 1967 was an exhibition of real time control systems. Visitors from ministries, research institutes, enterprises and other Socialist countries were permitted entry by invitation only. Some 40 firms from 10 countries were represented at the exhibition. The major foreign exhibitor was West Germany (14 stands) followed by the United Kingdom (6 stands); Austria, Denmark, France, Holland, Hungary, Switzerland and the United States also exhibited. Czechoslovakia was represented on eight stands.

The exhibition was sponsored by the Research Institute for Technical and Economic Systems in the Machinery Industry (VUSTE) and managed by 'Made In' Publicity. It was opened by a Deputy Minister of Heavy Engineering. Some 12,000 visitors were reported to have attended during the 10 days.

Britain was represented by the following firms: Benson-Lehner Ltd., Elliott Automation Ltd., English Electric Computers Ltd., Letraset Ltd., Uniexport Ltd., Waterlow & Sons Ltd. was represented by their Dutch agents, Hoffman International.

His Excellency the British Ambassador, Sir William Barker, made a tour of British stands and others, accompanied by the Director of VUSTE, Ing. Macoun, and other officials on June 12.

The major computer companies, Elliott Automation and English Electric are well established in the Czechoslovak market. Their presence at the exhibition, however, prompted some fresh inquiries. A number of requests for quotations were received on the stands of Benson-Lehner, Letraset and Hoffman (Waterlow). Uniexport also maintained their well-established contacts in the market. The firm of Multitone Ltd. was almost overwhelmed by inquiries about their VHF 'pocket paging system'. The firm have undertaken to leave behind a complete system for demonstration at the Central Military Hospital in Prague.

The present limitation on the import of capital goods, and the limitation of imports of consumer goods to the level of 1966 has inevitably given rise to doubts whether substantial business will be completed at an early date. But exhibitors were generally satisfied with the serious nature of inquiries and have hopes of future business.

*Shown here visiting the Letraset Ltd.'s stand at the Czechoslovakia Exhibition INRECOS, is the British Ambassador Sir William Barker (second from left) with Mr. J. F. Barrow, commercial secretary (third from left).*

The second exhibition, DATOS 1967, gave a showing of data collection techniques. It was sponsored by the Data Automation Technique Organization Services and managed by the advertising agency, Rapid. It was opened by the First Deputy Minister of Internal Trade. Eleven countries were represented on 19 stands; West Germany and Austria were the major exhibitors. Britain was represented by English Electric Computers Ltd.

British participation in these international exhibitions has been on the basis of a joint venture with the Board of Trade organized by the London Chamber of Commerce.

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**PROGRAMME OF OVERSEAS TRADE PROMOTIONS**

**Publication of the green paper supplement, giving the programme of Overseas Trade Promotions has had to be postponed until next week.**

**Advance copies will, however, be available on Monday afternoon, July 10, on application to the Board of Trade, Overseas Trade Fairs Directorate, Room 430, Broadway Buildings, 54, Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 3069, 3008).**

## *Royal Patronage for British Week in Stockholm*

IT HAS BEEN announced by the British Embassy in Stockholm that Her Britannic Majesty Queen Elizabeth II and His Majesty King Gustav VI Adolf, have graciously consented to be joint patrons of the British Week in Stockholm, which will be held from September 27 to October 5, 1968.

The British Week in Stockholm, which was first announced on March 1 this year, will be the seventh in the series of major export promotions that have been organized by the Board of Trade in conjunction with the BNEC – Export Council for Europe. This will be the largest British consumer goods promotion ever staged in Scandinavia and already well over 1,000 British companies have expressed active interest in it.

The British Week office set up by the Board of Trade at Kaptensgatan 3-5, Stockholm (Telex: 2024-1659 a/b BRITWEEK STH) has had considerable initial success in the campaign to enlist the support of shops and department stores in the target area. A full programme of supporting events is being arranged.

## *Poznan International Fair*

FORTY-SIX COUNTRIES took part in the 36th Poznan International Fair which took place from June 11-25, 1967. The British exhibition consisted of 87 stands and altogether over 140 British firms were represented either individually or as members of a group of exhibitors.

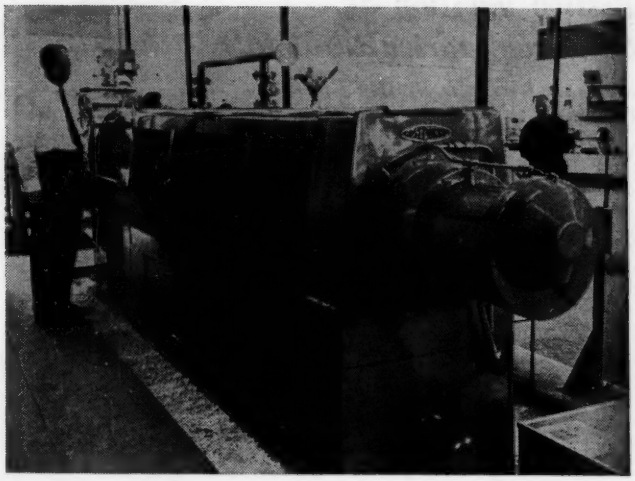
For the second year in succession British firms participated in separate exhibitions for printing machinery and motor cars. Five firms were represented at Edwardowo, a new site located about 4 kms. from the main fairground. This new site has been developed to accommodate the overflow of exhibitors since the demand for space now exceeds that available in the main fairground. Apart from Leyland Motors, these firms were displaying heavy earth-moving equipment.

British day was celebrated with a reception on June 16 given jointly by the British Ambassador and the British exhibitors. Mr. G. J. MacMahon, an Under Secretary of the Board of Trade visiting Poznan as the guest of the Polish Minister of Foreign Trade, was present on this occasion. During the fair British exhibitors were also visited by a number of Polish Government delegations, including the President of the Council of State, Mr. Edward Ochab, Mr. Waniolka and Mr. Nowak, Deputy Premiers, Mr. Jedrychowski, Chairman of the Planning Commission, and the Minister and Vice-Ministers of Foreign Trade. In addition the Soviet Minister of Foreign Trade, and the Czech Minister of Light Industry, also visited the British pavilion.

The most significant single event which took place during the fair, from the point of view of Anglo-Polish trade, was the signing of an agreement between Babcock and Wilcox Ltd. Catalytic Construction Ltd., and the Polish foreign trade enterprise, Polimex. This agreement, worth just over £5 million including spares, provides for the construction of a butadiene plant at Plock.

Again this year, the number of commercial inquiries received at the Board of Trade information stand was considerably larger than in previous years and several British businessmen visiting the fair, but not actually participating as exhibitors, expressed the view that they would seriously consider exhibiting next year, subject to the availability of space. Increased British participation in the fair once again reflects the rising volume of exports from the United Kingdom to Poland which should again show a substantial increase on last year.

*Mr. Rose, Commercial Counsellor, British Embassy (right), receives a description of the compact home dialysis unit made by Watson Marlow at the commercial exhibition at the 4th European Dialysis and Transplant Association Congress, Paris. This particular system attracted several promising inquiries at the exhibition, where the Board of Trade and the British Hospitals Export Council organized a joint venture.*



*Rose, Downs & Thompson Limited, of Hull, a member of the Davy-Ashmore Group, report that they have concluded contracts worth over £25,000 in Russia as a result of their participation in 'Inprodmash '67' the Russian Food Machinery Exhibition, which was held recently in Moscow from May 16-29. The contracts signed were for oil mill machinery and equipment sold to the Russians included the latest design of Rosedowns 'E'-type screw-press, shown here, which was exhibited, together with its appropriate seed cooker, ancillary equipment and spares.*

## *World wide Board of Trade support for British exhibitors*

WITHIN THE NEXT three months British goods will be exhibited in all four corners of the world with the support of the Board of Trade. At some 50 fairs and exhibitions being held in 22 countries, 35 trade associations will participate – six for the first time. Venues range from cities as far distant as Wellington and Seattle to those as close as Dublin and Dieppe. Industries represented include scientific instruments, jewellery, clothing, hovercraft, mining equipment, machine tools, church furnishers, food and pharmaceutical.

The United States and West Germany will each be the location of the largest number of events – 11 – a sign of the interest British exporters place in two of our most important markets. Nearly 100 British firms are taking part at the Hanover Machine Tool Exhibition in September.

Britain will be the largest foreign exhibitor at a Moscow exhibition being held in conjunction with the World Mining Congress in July. Some 500 tons of mining equipment will be demonstrated on the 30,000 sq. ft. British site. In August Muscovites will be invited to see Britons modelling men's and women's clothing at a Fashion Festival being held concurrently with the International Clothing Exhibition. Forty-five firms will be represented in the British Pavilion at this event, the first of its kind to be held in Russia.

During this three-month period, British pavilions will also be located at international fairs in Malta, Wellington, Izmir and Plovdiv.

Board of Trade assisted participation in specialized and general trade fairs overseas is rapidly expanding and is one of the most successful methods of exploring and penetrating foreign markets. With this support British firms took part in 155 events last year. The number is expected to exceed 200 in 1967.

### HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

## *New Government publicity service for British exhibitors*

A NEW Government publicity service for British firms exhibiting in selected overseas trade fairs will be launched by the Central Office of Information in July. The service – known as Trade Fair Bulletins – will consist of single-sheet illustrated technical descriptions of products to be shown. They will be translated into appropriate languages.

The bulletins will be issued by Britain's Overseas Information Service well in advance of an exhibition's opening date to the trade and technical press, buying organizations, chambers of commerce and individual buyers in the country in which the fair is taking place. The bulletins will also be distributed in appropriate neighbouring countries with the dual objective of attracting visitors from farther afield and of indicating British participation to key people who are unable to attend personally.

The first 16 fairs to receive this new service are all among those for which the Board of Trade is sponsoring participation by British industry. The COI will contact firms for details of their exhibits. The fairs are:

1967

Third International Trade Fair, Wellington, August 17- September 2.

Display of British Scientific Instruments, Mexico City, September 4-10.

International Leather Week, Paris, September 8-13.

International Trade Fair, Brno, September 10-19.

Marine Equipment Exhibition, Helsinki, September 15-24.

International Exhibition of Fine Food and Provisions (ANUGA), Cologne, September 30-October 8.

International Plastics Exhibition (KUNSTOFFE), Düsseldorf, October 5-12.

Furniture and Accessories (International) Exhibition, Lyons, October 7-10.

International Trade Fair, Sydney, October 19-28.

Fifth Pacific International Trade Fair, Lima, October 22-November 12.

International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture, Cologne, October 22-24.

1968

Boat Show, Hamburg, January 17-24.

International Furniture Fair, Cologne, January 23-28.

International Toy Fair, Nuremburg, February 11-16.

International Trade Fair, Tripoli, February 28-March 20.

International Bakery Exhibition (IBA), Stuttgart, May 11-19.

Further information concerning this service may be obtained from: Mr. B. A. S. Anderson, Room 127, Central Office of Information, Hercules Road, London, S.W.1.

# British pavilion at Santarem agricultural fair

***A report from the British Embassy, Lisbon***

AN AGRICULTURAL FAIR has been held in Santarem, on the banks of the river Tagus, about 50 miles north-east of Lisbon, for the past 14 years. Each successive year saw the fair grow in importance and in 1964 this was acknowledged by its being officially recognized and known as the National Agricultural Fair. European exporting countries were quick to recognize its value and by 1965 France, the Federal Republic of Germany and Brazil had erected permanent pavilions of their own in which were exhibited examples of their livestock and/or agricultural products and machinery. In 1966 Italy and Great Britain joined these three with national pavilions of their own, and America has, this year, joined the others and built her own pavilion.

Based on the experience gained last year, it was decided once again to stage, as a joint venture with the Board of Trade, an exhibition of livestock and agricultural equipment at this year's fair (June 4-18) and the Central Office of Information, working through the British Agricultural Export Council to the requirements of the exhibitors, designed a semi-permanent building which was acknowledged by all visitors to be one of the outstanding pavilions of this year's fair. Ten Friesian heifers were exhibited by the British Friesian Society and nine Hereford heifers and a bull were exhibited by the Hereford Herd Book Society. In both cases the animals had been previously sold to well-known Portuguese breeders who loaned them for exhibition. Last year the Border Leicester Sheep Breeders' Society presented two rams to the Portuguese government and this year's pavilion included a pen of the lambs resulting from the crossing of the rams presented last year with the local Merino ewes. Two further Border Leicester rams that had been sold to a well-known sheep breeder were also on exhibition. Two livestock exporting companies, Lineage Livestock Ltd., and Overseas Agricultural Traders Ltd., had stands within the pavilion, the former company being responsible for the daily care of the animals exhibited. Swifts of Scarborough Ltd. exhibited, amongst other things, laying batteries, and Cooper McDougall Robertson Ltd. exhibited, through their local agents, a range of veterinary products. Blanch-Lely Ltd. also exhibited agricultural machinery, while the Potato Marketing Board had on display their famous Emmett train. Other British firms were represented in a practical way by equipment which they had supplied to the pavilion; the cattle pens were supplied by Lodden Engineering Co. Ltd., the drinking bowls by Fisher Foundries Ltd., and the cattle troughs and calf gates by Aldersley Engineering Ltd.

The organization of the British pavilion was in the hands of the British Agricultural Export Council, whose livestock secretary, Mr. Pallett, was in charge of the pavilion from the beginning to the end of the fair.

The results of our representation at this year's fair cannot be properly assessed for some time to come. But from the crowds of visitors that thronged the British pavilion, and from the many inquiries and contacts that were made, it is clear that the exhibitors were pleased with the arrangements that had been made for them and with the response that they got from the public.

No farmer wants to buy a beast, or a piece of equipment, or a product, that he has not seen, and if we want to sell British stock and equipment to the Portuguese, they must be able to see these for themselves. A bag-man without samples will not make many sales, even if he has outstanding stock in the warehouse. We have the best livestock in the world and the best agricultural machinery that is produced, but the Portuguese farmer will not buy our goods unless he sees them before his eyes and is able to compare them with what is offered by other countries. The lessons that have been learnt at this year's fair must be studied in good time so as to make our representation at next year's Santarem fair even better.

*A model wearing a 'Twiggy' dress is seen greeting Sir Patrick Dean, HM Ambassador to the United States, and Lady Dean when they arrived by helicopter on the roof of Gimbels Philadelphia, to attend a successful 'Twiggy' fashion presentation recently held at the store. Also in the picture are Mr. Bernard Kant (left), executive head of Gimbels Philadelphia, and Mr. Abe Rosen, city representative for Philadelphia.*

# 120,000 to see British fashion shows in Moscow

THE Clothing Export Council expect more than 120,000 Russians to watch a series of spectacular presentations of British men's and women's fashions in Moscow in September as part of the largest British fashion export drive ever held in East Europe. 'Moscow 1967' is being planned by the Council in co-operation with the Board of Trade. Leading the drive will be Lord Rhodes, the new president of the Clothing Export Council, and until recently Parliamentary Secretary, Board of Trade.

Announcing first details of this latest export-getting venture, Mr. Douglas Lewis, director of the Clothing Export Council, disclosed that more than 40 British manufacturers would be showing highlights from their collections at the Lenin Palace of Sport, an indoor arena with a seating capacity of 10,000, on September 2-5.

Mr. Lewis said: 'This is an opportuity that many of us have looked forward to for a long time. The Soviet Union is potentially a vast market for consumer goods and we must take all possible steps to see that the Russians are made aware of the excellence and value of British clothes. Where better to do this than in Moscow? Today the climate is right and we can be certain of a very warm welcome. The manufacturers taking part in this promotion will represent a wide range of merchandise, styling and price.'

In addition to members of the public in Moscow, the shows will be seen by senior officials of Soviet buying organizations.

# Special Belgian stamp for British Week Brussels

A SPECIAL postage stamp will be issued by the Belgian postal authorities to mark the occasion of British Week in Brussels, which opens on September 29. This is the first time that a host country has honoured a British Week by the issue of a commemorative stamp.

The special stamp will be issued on October 2, and will depict Margaret of York, sister of King Edward IV of England, against a background of a Brussels church. When Margaret of York was married at Damme in 1468 to Charles the Bold, Duke of Burgundy, the celebration in the neighbouring town of Bruges lasted for eight days.

The great Belgian interest in philately is reflected in the fact that there will be at least three separate stamp exhibitions in Brussels during the British Week.

Two displays are being organized by the Crown Agents Stamp Bureau of London, the largest of its kind in the world. The major display will be in the foyer of the Banque Lambert, while a smaller one of 'Churchill' stamps, which has been specially requested by the Belgians, will be set up beside the permanent stall of Willy Balasse, well-known Belgian stamp dealer, in the Bon Marche store. In all, the Crown Agents will be showing some 2,000 stamps of recent, current and forthcoming issues, representative of British and 60 Commonwealth countries and dependencies. They will also show examples of the latest methods of colour printing which should be of great interest to stamp manufacturers.

The third exhibition, which will be held in the Maison de la Presse, is being organized by the Belgian philatelic magazine *Echophil* and will show stamps chosen from famous British collections. Included in this exhibition will be an actual British Post Office, provided by the General Post Office, where current British stamps will be on sale. The 'Margaret of York' stamp will be on pre-sale at this Post Office, together with first day covers and commemorative booklets for collectors and the general public.

Just before and during the British Week, all letters posted in Brussels will be franked with a special mark and the slogan 'British Week in Brussels: September 29-October 7.'

# Gold medal for Scottish textile firm

A CLOTH of mink and cashmere wool, exhibited at the California State Fair, has won a Gold Medal for the Scottish Woollen manufacturing firm, Johnstons of Elgin, Morayshire. The fabric was shown in the International Textile Exposition at the annual fair in Sacramento, winning the award in the face of world-wide competition.

Johnstons of Elgin are making this cloth – a plain-coloured 25 per cent mink and 75 per cent cashmere – for the London textile merchants Holland and Sherry, who distribute it under the name 'Mincash'. It has a velour-type finish and is designed as a fabric for ladies overcoats.

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *France and Bulgaria*

THE FRENCH *Moniteur du Commerce International* of June 14 published details of the Protocol, signed on June 5 at Sofia, to the long-term agreement of March 23, 1966, between France and certain African States and Bulgaria, for the year 1967.

The list of goods to be exported from Bulgaria to France and certain African countries includes tobacco of both Virginian and Oriental types, oil seeds, honey, fruit, vegetables, agricultural products, live horses for slaughter, sheep, wines, chemicals, wood manufactures, textiles, footwear, machinery, lead and zinc.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

### *British Commercial Representatives Overseas*

THE FOLLOWING AMENDMENTS should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on May 19.

**BULGARIA**
**SOFIA:** at the end of the entry, *add*

(Telex 29 –363 a/b Prodrome Sofia)

**INDIA**
**MADRAS:** *Delete* entry; *substitute* –

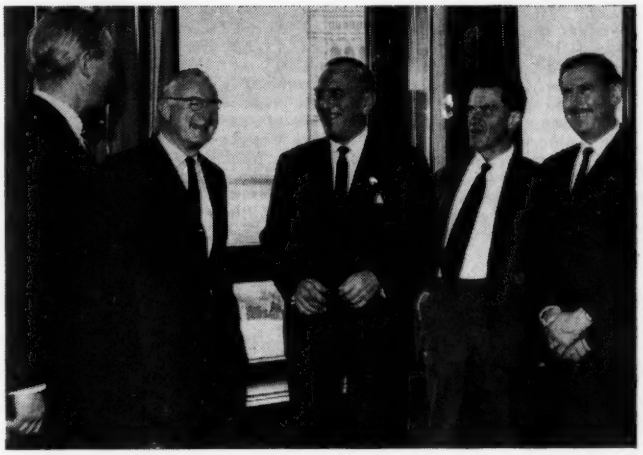
Mr. M. W. R. Mustoe,
First Secretary (Commercial),
Office of the British Deputy High Commissioner,
PO Box 3710,
150a Mount Road,
Madras, 2. (Tel. 83136).

**SOUTH AFRICA**
**CAPE TOWN:** *Amend* the telex number to read –

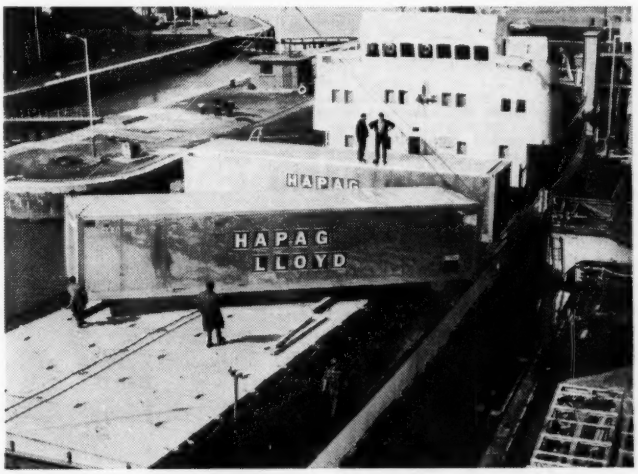
(Telex 201 – 5 – 7447 CT a/b 5 – 7447 CT.

### *New address: Turin Consulate*

ON JULY 1 the British Consulate in Turin removed to 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), Turin (10125). Telephone numbers will be 657676/657677.



*Members of Australia's first Trade Mission to the United Kingdom and Northern Europe were in Britain recently. As part of the mission's programme in Britain, official visits were paid to a number of trade and business organizations. Here, at the Board of Trade, the Board's Permanent Secretary, Sir Richard Powell (second from left) talks with the mission leader, Mr. A. C. Wigan (centre). Others in the picture are from left, Mr. A. P. Fleming, special commercial adviser at Australia House; Mr. C. W. Sanders, Australian Board of Trade Operations, and the mission's manager; Mr. S. J. Maliphant, director of trade promotions in the Department of Trade and Industry, Canberra.*




*Picture shows 40ft. freight containers built by Crane Fruehauf Trailers Ltd. for two of Germany's biggest shipping companies, Hamburg-Amerika Linie and Norddeutscher Lloyd Bremen, being loaded at King's Lynn for shipment to Hamburg. The two shipping companies, who operate jointly, have ordered 240 40-ft. containers worth £250,000 for use between Europe and America in fast conventional ships adapted for container carrying. The containers were built by Crane Fruehauf at North Walsham, Norfolk, and the order is believed to be the largest for containers obtained by a British company for export to Europe.*

# Information for exporters

*Brief details are given below of some of the Calls for Tender reported in recent issues of the* **Export Service Bulletin.**†

*For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

## ARGENTINA

**(126/67) Coal Washing Plant** for Yacimientos Carboniferos Fiscales. August 11. E.S.B. 25733/67.

## AUSTRALIA

**(129/67) Circuit Breakers** for Electricity Commission of New South Wales. August 7. E.S.B. 25867/67.*

**(129/67) Telephone Plugs** for Postmaster General's Department. July 20. E.S.B. 25813/67.*

## BURMA

**Electricity Supply Board:**

**(125/67) Concrete Buckets.** August 10. E.S.B. 25313/67.*

**(125/67) Gas-Filled Cylinders and Associated Equipment.** August 10. E.S.B. 25314/67.*

**(124/67) Fluorescent Lighting Fittings** for Myanama Export Import Corporation. July 31. E.S.B. 25339/67.*

**(127/67) Pipes and Fittings** for Public Works Department. August 22. E.S.B. 25729/67.*

## CEYLON

**(124/67) Synthetic Resin Urea** for Ceylon Plywoods Corporation. September 12. E.S.B. 25344/67.

**(128/67) Sulphur** for Eastern Paper Mills Corporation. August 8. E.S.B. 25819/67.*

**(128/67) Disinfectant Fluid** for Government Stores Department. August 1. E.S.B. 25846/67.

**State Engineering Corporation:**

**(128/67) Steel.** July 22. Tender documents now available. E.S.B. 25855/67.

**(128/67) Sanitary Fittings.** July 19. E.S.B. 25841/67.*

**(124/67) Rope** for Tender Board. (Further Information.) E.S.B. 24889/67.*

## COLOMBIA

**(128/67) X-ray Equipment and Accessories** for Corporacion Proveeduria de Instituciones de Asistencia Social. July 22. E.S.B. 25866/67.

**(124/67) Electrical Distribution and Communication Equipment** for Empresa de Energia Electrica de Bogota. July 28. E.S.B. 25324/67.*

## EL SALVADOR

**(125/67) Refrigeration Equipment** for Salvadorean Social Security Institute. July 20. E.S.B. 24864/67.

**(129/67) Refrigeration Equipment** for Salvadorean Social Security Institute. (Further Information.) Tender documents now available. E.S.B. 24866/67.*

## FORMOSA

**Central Trust of China:**

**(125/67) Cable Grips.** July 22. E.S.B. 25359/67.*

**(125/67) Air Drilling Machine.** July 21. E.S.B. 25360/67.*

**(125/67) Zinc Ingot.** July 24. E.S.B. 25361/67.*

**(125/67) Bailey Bridge Parts; Hydraulic Jacks.** July 22. E.S.B. 25362/67.*

**(125/67) Asbestos Mill Board.** July 22. E.S.B. 25363/67.*

**(125/67) Pumps.** July 21. E.S.B. 25365/67.*

**(125/67) Drum Sealing Machine.** July 25. E.S.B. 25367/67.*

**(125/67) Watthour Meters.** July 24. E.S.B. 25370/67.*

**(125/67) Sonic Timer.** July 24. E.S.B. 25371/67.*

**(125/67) Thread Cutting Machine.** July 24. E.S.B. 25372/67.*

**(125/67) Annealing Machine and Associated Equipment.** July 21. E.S.B. 25373/67.*

**(125/67) Testing Equipment.** July 24. E.S.B. 25374/67.*

**(125/67) Tractor Spare Parts.** July 24. E.S.B. 25356/67.*

**(126/67) Measuring Instruments.** July 21. E.S.B. 25364/67.*

**(126/67) Drum Chainer and Rinser.** July 21. E.S.B. 25366/67.*

**(129/67) Steel Rail.** July 24. E.S.B. 25828/67.*

**(129/67) Megger Insulation Tester.** July 25. E.S.B. 25830/67.*

**(129/67) Combustible Gas Indicators.** July 24. E.S.B. 25831/67.*

**(129/67) Alloy Gauzes.** July 25. E.S.B. 25832/67.*

**(129/67) Hydraulic Floor Crane.** July 24. E.S.B. 25833/67.*

**(129/67) Steel Rails.** July 29. E.S.B. 25834/67.*

**(129/67) Ultrasonic Thickness Gauge.** July 24. E.S.B. 25825/67.*

**(129/67) Connectors, Electric.** July 29. E.S.B. 25826/67.*

**(129/67) Power Supply and Equipment.** July 21. E.S.B. 25827/67.*

## GREECE

**Ministry of Commerce:**

**(128/67) Tools and Eqipment.** (Further Information.) July 26. E.S.B. 17906/67.*

**(126/67) Radio Detection Equipment.** July 31. E.S.B. 25704/67.*

**Public Power Corporation:**

**(125/67) Electric Lamps.** July 28. E.S.B. 25718/67.

**(127/67) Electromagnetic Contacts.** August 3. E.S.B. 25780/67.*

**(127/67) Transformers.** August 7. E.S.B. 25782/67.

**(127/67) Transformers.** August 8. E.S.B. 25781/67.

**(125/67) Seals for Meter Casings.** August 2. E.S.B. 25712/67

**(125/67) Oscillograph.** August 2. E.S.B. 25713/67.

**(125/67) Loud Hailer.** August 1. E.S.B. 25714/67.

**(125/67) Electric Measuring Instruments.** July 31. E.S.B. 25715/67.

**(125/67) Topographic Instruments.** July 31. E.S.B. 25716/67.

**(125/67) Laboratory Instruments.** July 28. E.S.B. 25717/67.

## HONG KONG

**Stores Department:**

**(128/67) Emergency Generator.** July 28. E.S.B. 25811/67.*

**(128/67) Steel Plates and Sheets.** July 28. E.S.B. 25812/67.*

## INDIA

**(125/67) Power Line Equipment** for Andhra Pradesh State Electricity Board. August 16. E.S.B. 25334/67.

**(128/67) Truck Mounted Cranes** for Beas Purchase Organization. (Further Information.) E.S.B. 23130/67.

**Bhabha Atomic Research Centre:**

**(125/67) Resistors.** July 28. E.S.B. 25388/67.

**(125/67) Temperature Test Chamber.** July 20. E.S.B. 25382/67.*

**(125/67) Recorder.** July 25. E.S.B. 25385/67.

**(126/67) Salt-Mist Test Chamber.** July 19. E.S.B. 25381/67.

**(126/67) Voltage Divider and Attenuator.** August 2. E.S.B. 25390/67.

**(126/67) Mould-Growth Test Chamber.** July 21. E.S.B. 25383/67.

**(126/67) Temperature Component Test Chamber.** July 24. E.S.B. 25384/67.

**(126/67) Wave Analyser.** July 26. E.S.B. 25386/67.

**(126/67) Inductors.** July 27. E.S.B. 25387/67.

**(126/67) Capacitors.** July 31. E.S.B. 25389/67.

**(128/67) Electronic Equipment** for Central Mechanical Engineering Research Institute. July 19. E.S.B. 25772/67.*

**(128/67) Sub-Station Equipment** for Delhi Electric Supply Undertaking. (Further Information.) Tender documents now available. E.S.B. 22031/67.*

**(128/67) Electrolytic Copper** for Directorate General of Supplies and Disposals. July 19. E.S.B. 25807/67.*

**Eastern Railway:**

**(127/67) Goods Lift.** July 27. E.S.B. 25769/67.

**(128/67) Passenger Lifts.** July 19. E.S.B. 25770/67.

**(124/67) Grinding Machine** for Heavy Vehicles Factory. (Further Information.) E.S.B. 24807/67.

**Hindustan Shipyard Ltd.:**

**(127/67) Windlass and Winch.** August 3. E.S.B. 25745/67.

**(128/67) Metal Cutting Machine.** August 24. E.S.B. 25792/67.

**(128/67) Bending Machine.** August 28. E.S.B. 25793/67.

**(129/67) Coke Oven Charging Car.** (Further Information.) E.S.B. 22999/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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*If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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**Indian Telephone Industries Ltd.:**
**(125/67) Platinum Wire.** July 31. E.S.B. 25337/67.
**(125/67) Brass Strips.** July 31. E.S.B. 25336/67.
**(127/67) Brass Strip.** July 24. E.S.B. 25726/67.
**Mysore State Electricity Board:**
**(125/67) Disc Insulators.** July 20. E.S.B. 25338/67.*
**(125/67) Transformers.** July 24. E.S.B. 25350/67.*
**(125/67) Railway Tyres** for Railway Board. (Further Information.) Tender documents now available. E.S.B. 24458/67.*

## IRAN

**Iranian State Railways:**
**(127/67) Babbitt Metal.** August 17. E.S.B. 25752/67.*
**(127/67) Gas-Oil Meters.** August 22. E.S.B. 25753/67.*
**(127/67) Transformer Motor.** August 22. E.S.B. 25754/67.*
**(127/67) Bronze Ingot.** August 16. E.S.B. 25755/67.*
**(127/67) Steel Pipes.** August 12. E.S.B. 25746/67.*
**(127/67) Round Cut Steel.** August 13. E.S.B. 25747/67.*
**(127/67) Ferro-Manganese.** August 14. E.S.B. 25748/67.*
**(127/67) Electro-Compressor.** August 15. E.S.B. 25749/67.*
**(127/67) Iron Wires and Bars.** August 20. E.S.B. 25750/67.*
**(127/67) Tin Ingot.** August 17. E.S.B. 25751/67.*
**(127/67) Tear Tape; Cardboard** for Iranian Tobacco Monopoly. August 31. E.S.B. 25756/67.*

## IRISH REPUBLIC

**(125/67) Boilers** for Clare County Council. July 18. E.S.B. 25331/67.
**(125/67) Trailer Pump** for County Council Offices. July 28. E.S.B. 25330/67.
**(125/67) Fluoridation Plant** for Dungarvan Urban District Council. July 28. E.S.B. 25352/67.

## LEBANON

**Administration des Adjudications Publiques:**
**(127/67) Omnidirectional Range Systems.** August 3. E.S.B. 25764/67.*
**(127/67) Teleprinter Paper Rolls and Ribbons.** July 20. E.S.B. 25760/67.*
**(127/67) Rnoar Spare Parts.** July 21. E.S.B. 25761/67.*
**(127/67) Radio Valves and Electric Blubs.** July 29. E.S.B. 25763/67.*
**(127/67) Tyres and Tubes.** August 1. E.S.B. 25765/67.*
**(128/67) Telephone and Electric Cables.** July 21. Tender documents now available. E.S.B. 25762/67.

## LIBYA

**(129/67) Furnishing and Equipping of Hotels** for Ministry of Economy. (Further Information.) Closing date postponed to August 21. E.S.B. 15891/67.

## MALAGASY REPUBLIC

**(125/67) Construction of Hospital** for Ministry of Equipment and Communications. (Pre-Qualification Information.) August 1. E.S.B. 25270/67.

## MALAYSIA

**(128/67) Light Fittings** for Public Works Department. August 16. E.S.B. 25848/67.*
**Telecom Stores and Workshops:**
**(124/67) Telephone Switchboard.** July 27. E.S.B. 25340/67.*
**(128/67) Radio Valves.** July 31. E.S.B. 25816/67.*
**(128/67) Telecommunication Equipment.** August 10. E.S.B. 25818/67.*

## MALTA

**(127/67) Steam Generating Plant** for Malta Electricity Board. September 9. E.S.B. 25817/67.
**(127/67) Rotary Cultivators** for Treasury. July 26. E.S.B. 25734/67.*

## NEW ZEALAND

**Department of Education:**
**(129/67) Art and Craft Materials.** July 27. E.S.B. 25871/67.*
**(129/67) Card and Paper.** July 25. E.S.B. 25870/67.*
**(128/67) Lanterns** for Dunedin City Corporation. July 24. E.S.B. 25791/67.*
**General Post Office:**
**(129/67) Copper Wire.** August 2. E.S.B. 25858/67.*
**(129/67) Cable.** August 3. E.S.B. 25868/67.*

## NETHERLANDS

**Directorate of Waterways:**
**(128/67) Construction of Motor Way.** August 9. E.S.B. 25853/67.
**(128/67) Construction of Bridge and Viaduct.** August 8. E.S.B. 25857/67.
**(128/67) Construction of Bridge Substructure.** August 8. E.S.B. 25865/67.

## PAKISTAN

**(127/67) Miscellaneous Equipment** for Water and Power Development Authority. August 8. E.S.B. 25809/67.

## SAUDI ARABIA

**(125/67) Technical Equipment** for Ministry of Communications. July 22. E.S.B. 25393/67.

*Mr. Raymond Hudd, managing director of Illiffe Marketing Co. Ltd. and Mr. Christopher Cruice Goodall, managing director of Gordon & Gotch Ltd., the advance party of a nine-man British trade mission to Canada, leaving London Airport. The trade mission represents British magazines and newspapers and is sponsored by the NPA/PPA Joint Export Policy Committee. Their task is to organize extensive promotion for British publications during Toronto's British Week in October. Gordon & Gotch (Canada), Gordon & Gotch's Toronto subsidiary, are currently promoting 650 titles, with special emphasis on trade and technical magazines, to coincide with Canada's centenniel year and Expo' 67. The agents for leading British publishers, Gordon & Gotch (Canada) distribute from coast to coast through 50 independent wholesalers.*

**(125/67) Construction of Deaf and Dumb Institute** for Ministry of Education. Closing date not known. E.S.B. 25391/67.
**Riyadh Water Department:**
**(125/67) Electric Wires.** E.S.B. 25397/67.
**(125/67) Construction of Building.** August 24. E.S.B. 25399/67.

## SINGAPORE, REPUBLIC OF

**Ministry of Health:**
**(128/67) Antibiotics and Drugs.** July 31. E.S.B. 26059/67.*
**(128/67) Microscope; Photographic Equipment.** July 24. E.S.B. 25850/67.*
**(128/67) Telecommunications Equipment** for Telecommunications Department. July 21. E.S.B. 25851/67.*

## SOUTH AFRICA

**State Tender Board:**
**(127/67) Microscope.** July 24. E.S.B. 25783/67.*
**(127/67) Balances.** July 27. E.S.B. 25787/67.*
**(127/67) Steel Rules.** July 20. E.S.B. 25786/67.*
**(128/67) Laboratory Equipment.** July 24. E.S.B. 25784/67.*
**(128/67) Spectrophotometer.** August 3. E.S.B. 25788/67.*
**(128/67) Gun Metal Ingots.** July 19. E.S.B. 25789/67.*
**(128/67) Centrifugal Pumps** for Transvaal Provincial Tender Board. July 20. E.S.B. 25814/67.*

## SUDAN

**(125/67) Pressure Pipes** for Ministry of Works. July 26. E.S.B. 25302/67.*
**Rural Water Development Corporation:**
**(125/67) Water Pipes.** July 22. E.S.B. 25303/67.*
**(125/67) Pump Rods.** July 22. E.S.B. 25304/67.*

## SWITZERLAND

**(128/67) Accelarating Electrode** for European Organization for Nuclear Research. July 20. E.S.B. 25931/67.*

## THAILAND

**(129/67) Oil Circuit Recloser** for Provincial Electricity Authority. August 3. E.S.B. 25876/67.
**State Railway of Thailand:**
**(127/67) Steel Shapes.** July 27. E.S.B. 25774/67.*
**(127/67) Magnet Switches and Locking Magnets.** August 10. E.S.B. 25779/67.
**(129/67) Points and Crossings.** (Further Information.) Tender documents now available. E.S.B. 24489/67.*

## TURKEY

**(127/67) Lead** for Bank of Provinces. August 7. E.S.B. 25731/67.*
**(124/67) Cement Plant** for Baskent Cimento Sanayii ve Ticaret. August 1. E.S.B. 25290/67.
**(125/67) Fork Lift Truck** for Headquarters Allied Land Forces. July 28. E.S.B. 25375/67.*
**(128/67) Dry Cell Manufacturing Plant** for Industrial Development Centre. July 30. E.S.B. 25740/67.*
**(125/67) Photographic Equipment** for Kara Kuvvetleri Komutanligi. July 31. E.S.B. 25347/67.*
**(127/67) Electronic Tubes and Transistors** for Naval Forces Command. July 31. Tender documents now available. E.S.B. 25744/67.*
**PTT Administration:**
**(128/67) Communications Equipment.** July 31. E.S.B. 25743/67.*
**(125/67) Voltmeters; Frequency Counters.** July 24. E.S.B. 25346/67.*
**Research and Development Department:**
**(127/67) Radio Equipment.** July 19. E.S.B. 25741/67.*
**(127/67) Microscope and Blender.** July 20. E.S.B. 25742/67.*
**(129/67) Fork Lift Truck** for Turkish Maritime Bank. July 24. E.S.B. 25852/67.*

## UNITED STATES

**(128/67) Turbines** for United States Army Corps of Engineers. September 19. E.S.B. 26139/67.

## URUGUAY

**(127/67) Radio Diagnostic Equipment** for Faculty of Medicine. July 19 and 31. E.S.B. 25766/67.
**(127/67) Transmitting Equipment** for National Ports Administration. July 24 and 31. E.S.B. 25768/67.
**(127/67) Electrical Equipment; Steel Tubes** for State Electricity and Telephone Board. August 15 and 22. E.S.B. 25767/67.

## VIETNAM

**(125/67) Stationers' Sundries** for Central Purchasing Authority. July 20. E.S.B. 25376/67.*
**Industrial Development Centre:**
**(127/67) Concrete Block Making Machinery.** July 30. E.S.B. 25736/67.*
**(127/67) Chemical Manufacturing Plant.** July 30. E.S.B. 25738/67.*
**(127/67) Concrete Block Plant.** July 30. E.S.B. 25737/67.*
**(127/67) Prefabricated House Manufacturing Plant.** July 30. E.S.B. 25739/67.*

## PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

*Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.*

*But Commercial Representatives must receive material on events* **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

*Publicity material for Commercial Representatives in more distant countries should be despatched* **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

*The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.*

# Agency and export opportunities, market surveys, etc.

*Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the* **Export Service Bulletin.†**

*Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

**Algeria**
(127/67) Inquiry for laboratory equipment; scientific instruments. E.S.B. 13324/67.

**Australia**
(126/67) Agency inquiry for blankets; rugs. E.S.B. 25170/67.
(126/67) Agency inquiry for toys. E.S.B. 21550/67.
(128/67) Agency inquiry for linoleum and carpet laying tools. E.S.B. 25663/67.
(125/67) Inquiry for engines; farming equipment; farm produce processing equipment; irrigation equipment. E.S.B. 25079/67.
(126/67) Inquiry for valves. E.S.B. 23466/67.

**Austria**
(128/67) Agency inquiry for tools. E.S.B. 21821/67.
(129/67) Inquiry for handkerchiefs. E.S.B. 15695/67.

**Barbados**
(127/67) Inquiry for underwear. E.S.B. 22152/67.

**Bolivia**
(126/67) Agency inquiry for boilers; central heating equipment; tubes, pipes and fittings; ventilators. E.S.B. 24646/67.
(126/67) Inquiry for children's wear; wood-working machinery. E.S.B. 24645/67.

**Canada**
(127/67) Agency inquiry for laboratory equipment; scientific equipment. E.S.B. 25130/67.
(128/67) Agency inquiry for hose equipment; rubber sheeting. E.S.B. 25622/67.
(125/67) Inquiry for confectionery. E.S.B. 24512/67.
(125/67) Inquiry for belting, hose; industrial rubber products. E.S.B. 24541/67.
(126/67) Inquiry for asphalt complementary products. E.S.B. 25067/67.
(126/67) Inquiry for cranes; grinding machines; laboratory equipment; paint spraying equipment; welding machines. E.S.B. 25605/67.
(127/67) Inquiry for hydraulic pumps. E.S.B. 25083/67.
(127/67) Inquiry for office supplies. E.S.B. 25574/67.
(127/67) Inquiry for medical and surgical supplies. E.S.B. 25445/67.

**Canary Islands**
(126/67) Agency inquiry for garbage disposal units; refrigerators. E.S.B. 20841/67.

**Ceylon**
(128/67) Inquiry for textile machinery. E.S.B. 14939/67.

**Cuba**
(129/67) Inquiry for machine tools. E.S.B. 25556/67.

**Czechoslovakia**
(126/67) Inquiry for agricultural machinery. E.S.B. 25436/67.

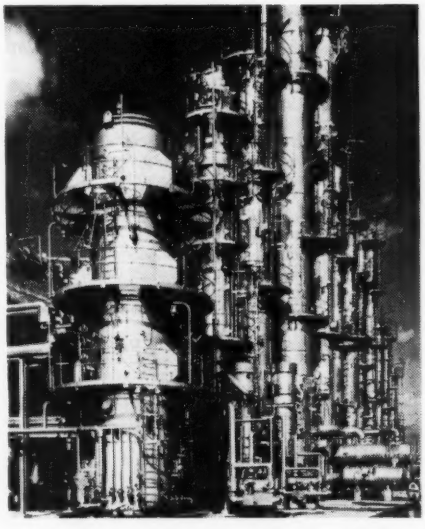
**Ecuador**
(126/67) Inquiry for photo-engraver. E.S.B. 25496/67.

**El Salvador**
(125/67) Inquiry for domestic electrical equipment; electronic equipment; radio and television receivers. E.S.B. 25154/67.

**Finland**
(127/67) Agency inquiry for knitwear; textile fabrics. E.S.B. 25480/67.

**Formosa**
(126/67) Tenders – Successful Bidders. E.S.B. 19699/67.

**France**
(127/67) Agency inquiry for foodstuffs. E.S.B. 21805/67.
(128/67) Agency inquiry for electromechanical equipment. E.S.B. 25508/67.
(128/67) Manufacture under Licence – welded products. E.S.B. 25650/67.
(128/67) Manufacture under Licence – fabricated metal products; electrical welding equipment. E.S.B. 25584/67.



*The £3 million low temperature gas separation plant built by Humphreys & Glasgow for Ethylenova Zakaldna Slovnaft, Czechoslovakia. The plant, which is producing ethylene and propylene, forms part of a large refinery and petrochemical complex at Bratislava. The ethylene produced in the new plant is being used for the production of polythene in a plant which is being installed under an ICI licence. Czechoslovakia has already achieved a notable success in exporting this product to many markets. Humphreys & Glasgow are also constructing two similar ethylene plants at Kazan and Polotsk, in the USSR. Russian technicians are currently being trained in Bratislava for the operation of these plants.*

**Germany, Federal Republic of**
(125/67) Agency inquiry for book-binding machines; cheque printing machines; letter opening machines; mail folding and insertion machines. E.S.B. 21187/67.
(126/67) Agency inquiry for packaging machinery. E.S.B. 24667/67.
(128/67) Agency inquiry for foodstuffs. E.S.B. 25995/67.
(125/67) Inquiry for jersey materials. E.S.B. 25019/67.
(125/67) Inquiry for taps and dies. E.S.B. 23332/67.
(127/67) Manufacture under Licence – control gear; handling plant; pumps; sorting machines; valves; weighing machines. E.S.B. 24658/67.
(126/67) Reduced rate of turnover tax. C.R.E. 2673/G.

**Ghana**
Inquiry for cords and twine; towelling; yarns. E.S.B. 24552/67.

**India**
(128/67) Inquiry for sewage and water treatment plant; garbage disposal plant; textile waste treatment plant. E.S.B. 22228/67.

**Iran**
(127/67) Agency inquiry for paraffin. E.S.B. 25008/67.
(127/67) Agency inquiry for mopeds. E.S.B. 25129/67.
(127/67) Agency inquiry for nuts and bolts. E.S.B. 25101/67.

**Italy**
(126/67) Agency inquiry for knitwear; shoes. E.S.B. 22680/67.
(127/67) Agency inquiry for scientific equipment and instruments. E.S.B. 23510/67.
(127/67) Agency inquiry for electronic components. E.S.B. 24365/67.
(124/67) Inquiry for steel balls. E.S.B. 25463/67.
(126/67) Inquiry for steels. E.S.B. 25509/67.

**Japan**
(125/67) Information for businessmen. E.S.B. 22879/67.

**Jordan**
(129/67) Inquiry for filling stations. E.S.B. 26135/67.

**Kenya**
(127/67) Agency inquiry for dress materials; footwear; furnishings; shirtings; suitings. E.S.B. 23368/67.

**Kuwait**
(129/67) Agency inquiry for carpets; chinaware; curtainings; household electrical goods; wallpaper. E.S.B. 18157/67.

**Laos**
(128/67) That Luany Fair – possibilities for exhibitors of British products. E.S.B. 1209/G.

**Libya**
(125/67) Inquiry for electric power supply equipment. E.S.B. 30771/66.

**Malta**
(125/67) Agency inquiry for engines; generating sets; lifting hoists; tractors; water pumps. E.S.B. 3436/67.
(125/67) Agency inquiry for bakers' requisites; biscuits; earthenware and chinaware; glassware; metal tableware and kitchenware. E.S.B. 21152/67.
(125/67) Agency inquiry for aerosols; detergents; furniture fittings; household domestic appliances; tape recorders; television accessories. E.S.B. 24114/67.
(126/67) Agency inquiry for sanitary basins; stoneware and earthenware pipes; tiles. E.S.B. 24760/67.
(128/67) Agency inquiry for motor car spare parts and accessories. E.S.B. 25901/67.

**Mexico**
(127/67) Inquiry for language laboratory equipment. E.S.B. 25523/67.

**Morocco/Austria**
(128/67) Trade Agreement. C.R.E. 7940/G.

**Morocco/China**
(128/67) Trade Agreement. C.R.E. 6518/G.

**Morocco/Pakistan**
(126/67) Trade Agreement. C.R.E. 5860/G.

**Morocco/Sweden**
(128/67) Trade Agreement. C.R.E. 8086/G.

**Morocco/Yugoslavia**
(126/67) Trade Agreement. C.R.E. 4812/G.

**Nicaragua**
(127/67) Inquiry for cables; chemicals; wire. E.S.B. 25157/67.

**† For further details on the 'Export Service Bulletin' see page 54.**

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**Nigeria**
(126/67) Agency inquiry for insulating tape; vehicle leaf springs. E.S.B. 19970/67.
(127/67) Agency inquiry for footwear; footwear components; leather; leather goods. E.S.B. 12457/67.

**North America**
(125/67) Department store buyers visit London. E.S.B. 4763/67.

**Philippines, Republic of**
(128/67) Agency inquiry for paper. E.S.B. 25464/67.
(127/67) Inquiry for trailers. E.S.B. 25013/67.

**Poland**
(125/67) Foreign Trade Organizations. C.R.E. 3564/G.

**Rumania**
(127/67) Inquiry for timber industry machinery and equipment; woodworking machinery. E.S.B. 23369/67.

**Saudi Arabia**
(127/67) Inquiry for shirts; underwear. E.S.B. 25676/67.
(127/67) Inquiry for consultancy services. E.S.B. 25569/67.
(129/67) Inquiry for cement plant and equipment. E.S.B. 19554/67.

**South Africa**
(127/67) Agency inquiry for hydraulic seals. E.S.B. 25423/67.
(127/67) Agency inquiry for piece-goods; suitings. E.S.B. 28753/66.
(127/67) Inquiry for road making machinery. E.S.B. 25588/67.
(128/67) Manufacture under licence – domestic appliances; refrigeration equipment. E.S.B. 26101/67.

**Spain**
(127/67) Agency inquiry for glass washers; meat extracts; whisky. E.S.B. 24606/67.
(128/67) Inquiry for polytetrafuorethylene scrap. E.S.B. 24654/67.

**Sudan**
Inquiry for foodstuffs; tea packing machinery. E.S.B. 25406/67.

**Surinam**
(126/67) Trade Fair. G.D. 10297/G.

**Sweden**
(128/67) Agency inquiry for piece-goods. E.S.B. 25010/67.
(128/67) Agency inquiry for paper. E.S.B. 25620/67.

**Switzerland**
(126/67) Agency inquiry for adhesives and glues. E.S.B. 25513/67.
(129/67) Agency inquiry for air mattresses; lawn mowers; rubber products. E.S.B. 28767/66.
(124/67) Inquiry for household electrical appliances. E.S.B. 25442/67.
(125/67) Inquiry for calf rearers; corrugated sheets; fodder preservers; plastified fabrics; powdered milk. E.S.B. 25546/67.

**Syrian Arab Republic**
(125/67) Inquiry for knives; lighters; make-up kits and accessories; pens; playing cards. E.S.B. 25158/67.

**Trinidad and Tobago**
(125/67) Inquiry for bristles. E.S.B. 11311/66.
(126/67) Inquiry for hotel equipment. E.S.B. 25633/67.

**Tunisia/Bulgaria**
(125/67) Trade Agreement. C.R.E. 7870/G.

**Turkey**
(127/67) Inquiry about the manufacture of bushings. E.S.B. 24780/67.

**Uganda**
(126/67) Inquiry for fish canning feasibility study. E.S.B. 25632/67.

**United States of America**
(127/67) Agency inquiry for ophthalmic frames; sunglasses and components. E.S.B. 25124/67.
(128/67) Agency inquiry for drawing instruments and materials. E.S.B. 23848/67.
(124/67) Inquiry for industrial fasteners. E.S.B. 24702/67.
(126/67) Inquiry for toys. E.S.B. 22637/67.
(126/67) Inquiry for dinner sets. E.S.B. 25616/67.
(126/67) Inquiry for picture mouldings and frames E.S.B. 23559/67.
(128/67) Inquiry for foodstuffs. E.S.B. 10933/67.
(128/67) Inquiry for foodstuffs. E.S.B. 23836/67.
(129/67) Inquiry for pressure gauges. E.S.B. 25609/67.

**Venezuela**
(125/67) Agency inquiry for pottery and porcelain. E.S.B. 25422/67.

**Yugoslavia**
(128/67) Agency inquiry for cellulose wrapping; paper and board. E.S.B. 10131/67.
(129/67) Business co-operation with foreign firms in Customs Free Zones. C.R.E. 10955/G.

**Zambia**
(125/67) Agency inquiry for aerosols; foodstuffs; footwear. E.S.B. 17509/67.

*Handley Page's first Jetstream business airliner was rolled out of the company's ten-acre final-assembly hall at Radlett Aerodrome, Hertfordshire, on June 29. This is the prototype of the 8- to 18- seat turbo-prop that has already won orders for 165. Four more Jetstream prototypes will share in the seven-days-a-week certification trials which will enable deliveries to customers in Europe, America, Africa and the Near East to commence next spring.*


# INDUSTRIAL ESTATES – THE ANSWER TO ECONOMIC EXPANSION

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Team Valley
Gateshead-on-Tyne 11

**Scotland**
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

**Wales**
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

**Northern Ireland**
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

# Export Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in May 19 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page iv of the supplement of May 26 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

## United States tour by construction equipment sales manager

THE APPOINTMENT of Mr. D. E. Speight as assistant sales manager, construction equipment, has been announced by Peter Swift, sales manager, Hyster Overseas. Hyster is a world-wide manufacturer and marketer of construction and logging equipment, heavy duty trailers and lift trucks. Mr. Speight has just returned from two months in the United States visiting various Hyster plants and construction projects and is now based at Hyster Overseas London headquarters at Turriff Building, Great West Road, Brentford, Middlesex, England.

## Study tour by Dutch and British turkey men

FACED WITH FIERCE competition if Britain enters the Common Market, Dutch poultrymen have been studying the British turkey industry. This month, a party comprising members of the Wessex branch of the British Turkey Federation and several prominent English turkey producers will pay a return visit to Holland.

Purpose of the two-way study tour is to weigh up the opposition if Britain's bid to enter the European Economic Community is successful.

The Dutch turkey producers believe that their greatest opposition will come from England – and the British turkey men wish to verify for themselves rumours about the growing efficiency of the turkey industry in Holland.

## Klinger intensify sales drive in Far East

MR. JOHN H. WALKER, recently appointed managing director of Klinger's marketing subsidiary in the Far East, Klinger Machinery (Far East Sales) Limited, is moving his headquarters from New Zealand to Hong Kong for six months to consolidate the company's sales effort in this region.

Klinger Machinery (Far East Sales) Limited was set up in September to handle the increasing volume of orders from the Southern Hemisphere for textile machinery made by Klinger for the man-made fibre industry.

Mr. Walker, a New Zealander, was previously the London-based sales director of Klinger Machinery Division. He proposes to take his wife and family with him to Hong Kong.

## Scandinavian tour

PIRELLI'S SPECIAL overseas representative for resilent webbing, Mr. T. K. J. Harfield, has left for a 10-day sales boost trip to Sweden. During his visit, he will call on some of the country's leading furniture manufacturers.

Just back from Scandinavia is Mr. J. B. Bagnall, manager of the company's sales division responsible for webbing, seating platforms and ribbed rubber flooring. Mr. Bagnall visited the furniture fair in Copenhagen and a similar exhibition in Sweden. He also called on Pirelli distributors and customers.

Scandinavia, to which Pirelli export millions of feet of webbing each year, is one of the company's biggest overseas customers for the rubber sandwiched flat textile spring. The British company is the world's largest resilient webbing manufacturer.

## Executives for Stuttgart

MR. PER MATHIESEN, managing director of Venetian Vogue of Slough, left for Stuttgart to attend the International Shutter and Blind Trade Fair. Also present for the opening were Mr. W. D. K. Marshall, company chairman, and Mr. Cecil Cunild, director. Already in Stuttgart are Mr. Cyril Sloggett, Venetian Vogue's technical manager, and Mr. Max Baumann, the export manager.

The Venetian Vogue team will be attending a special reception given by the Mayor of Stuttgart. They will also be taking advantage of the Trade Fair to meet many of their licensed manufacturers from all parts of Europe. Two of them are coming all the way from Greece and the others from Italy, France, Germany, Holland, Austria and the Irish Republic.

## Moscow trip

MR. A. I. BAKER, chairman of Baker Perkins Holdings Limited, has left for Moscow as a state guest of the Russian Government. He attended the opening of Inprodmash, the food machinery fair in Moscow.

Mr. Baker's visit follows an invitation from the organizing committee of the fair and V. N. Doenin, all union minister for machine building for light and food industries and domestic appliances. Baker Perkins will have one of the largest stands at Inprodmash and will show seven wrapping and packaging machines manufactured at the group's Leeds, Gateshead and Gainsborough factories.

In the last few years, Baker Perkins have supplied machinery and plant to Russia for bakeries, sweet factories, chemical factories and laundries. Mr. Baker said, 'As the largest suppliers of packaging machinery in the world, we feel that there is great potential in Russia for this type of equipment, and we are devoting all of the Inprodmash stand to this aspect of our business. However, some of the machines will have a direct application to industries we traditionally serve – bakery, confectionery and biscuit'.

## World tour

MR. E. T. (ERNIE) HARRISON, chairman and managing director, Racal Electronics Ltd., has left on a world tour which will include visits to the United States, Australia, Thailand and the Far East.

Mr. Harrison has deliberately allowed time on his return schedule to call on other Racal agents and customers in this area, though details will not be finalized until he reaches Australia.

Mr. Harrison is keeping up the tradition of his predecessor, Mr. Ray Brown, who is now head of sales at the Ministry of Defence, by using the world as a home market. This is Mr. Harrison's third overseas tour this year, he returned from Canada only recently.

Racal have overseas production plants in the United States, Australia, Canada and South Africa and more than 70 overseas agents. Mr. Harrison considers it vital to keep in close personal contact with as many as possible.

RECENTLY at the Luz Palacio Hotel in Madrid, Mr. G. P. A. Thompson, main board director and export director of the John Thompson Group of Companies, welcomed some eighty leading Spanish industrialists who had accepted an invitation to see the John Thompson Film 'Power Group' as guests of John Thompson executives and their agents and licensees in Spain.

Mr. Thompson, speaking in Spanish introduced the film by describing its purpose, and the subjects which it covers, he referred to principal guests, the British Ambassador and the British Commercial Councillor, he thanked the John Thompson agents and licensees for their assistance and co-operation, and he introduced the nine John Thompson executives who were in attendance to talk business.

## Ivypak sales drive to Scandinavia

MR. GODFREE BRUNTON, joint managing director, Brunton & Williams Ltd., has just returned from a successful sales trip to Denmark, Norway, Finland and Sweden. The purpose of his visit was to set up Ivypak (pre-packed stationery products) distributors to give blanket coverage of those four countries. Mr. Brunton said that too many British manufacturers are content to rest on their laurels. With the exporter's role becoming increasingly important, especially with Britain's proposed entry into the European Common Market, it was up to every manufacturer, large and small alike, to play their part in making Britain a leader in a strong and united Europe.

## Kenwood to develop North American sales

WITH 3,000 commercial mixers sold to the United States in the first year of a North American sales campaign the Kenwood Group is to extend activities in both the commercial and domestic kitchen fields. Sales director Mr. E. F. P. Wheller and export manager of Kenwood-Peerless, the commercial product division of the Group, Mr. E. Schellenberg, visited the Hotel and Catering Convention in Chicago to launch the biggest display of the Group's equipment yet shown in the United States.

Mr. Wheller and Mr. Schellenberg introduced the sales team and dealers within the G. S. Blakeslee & Co. organization of Chicago, Kenwood's American distributors, to an additional range of new Kenwood equipment that is to be sold on the American market including electrical potato peelers, chippers, vegetable mill and glasswasher.

Following the convention leading Canadian bakery firms are to see the Linamatic, believed to be the world's first fully automatic pie-making machine (capacity 6,000 pies per hour) in Toronto.

## OVERSEAS COMMERCIAL POSTS

*Over 200 official commercial posts in all the main centres of the world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of May 19 issue.*

# Export Orders

**Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.**

### British glass for United States atom plant

Q.V.F. Ltd., chemical engineers in glass, of Stoke-on-Trent, have supplied 12 24-inch glass tubes to be used in atomic research in the United States.

The tubing, larger than any manufactured in America, will be supplied to the University of California Radiation Laboratory for Nuclear Studies at Livermore, California.

### Meter order from India

An order worth £50,000 has been received by Landis & Gyr, North Acton, for specialized metering equipment for the State of the Punjab. This is a repeat order to one received two years ago from the same customer.

### Equipment for Boeing airliners

An initial order for over 80 sets of fire protection equipment made by Graviner (Colnbrook) Limited – one of the Wilkinson Sword Group of companies – has been placed by the Boeing company for the Pratt & Whitney JT8D powerplants of the Boeing 727 Series 200 airliners ordered by American Airlines.

Announcing this order Mr. N. G. Bennett, Joint Managing Director of Graviner, said: 'This is the second major order we have obtained from an American manufacturer for our fire protection equipment. Through our subsidiary in the United States, Graviner Incorporated, we are already supplying Douglas for their DC-8-62 and -63 Series airliners. Our association with American Airlines began with the installation of our equipment in their thirty BAC One-Elevens. The reliability of our equipment has lead to this new order for their Boeings.'

### Warning system for Holland

Stellar Components (Sales) Limited, of Maldon, Essex, announce orders for the recently introduced Crashflash Hazard Warning System, totalling 6,000 from its Dutch Agent Handelmaat Schapij 'Atico' N.V. of Amsterdam.

The order, obtained against Japanese competition, comes after a careful market research by Stellar in Holland, where the Crashflash has been extremely well accepted by motorists and the police. The Crashflash is an emergency flasher switch for fitting into any 6, 12 or 24 volt vehicle circuit, and when switched on it continuously flashes all the indicator lights.

### Export success in Germany

Dowty Rotol Limited have won the order for landing gear on the VFW.614, Germany's first post-war aircraft for airline use, against heavy competition from British and European manufacturers. The VFW.614, scheduled to fly in 1969, is a short-haul twin-jet transport for which there is a market potential of 1200 aircraft. The landing gear will be exhibited at the forthcoming Paris Air Show.

### BTR hose selected for Germany

One of the largest heavy industrial equipment companies in Germany has selected hydraulic hose assemblies manufactured by BTR Industries Limited to transmit power on a newly-developed tunnelling machine that works underground like a mole. BTR's Hi-Flex multi-spiral, high-pressure hose has been fitted throughout the machine's hydraulic system which operates the cutter head, conveyors and cylinders.

BTR gained the contract, from Demag of Duisburg, to initially supply 88 assemblies, after a rigorous test programme had shown the Hi-Flex hose to have longer impulse life and higher burst pressures than any other type offered.

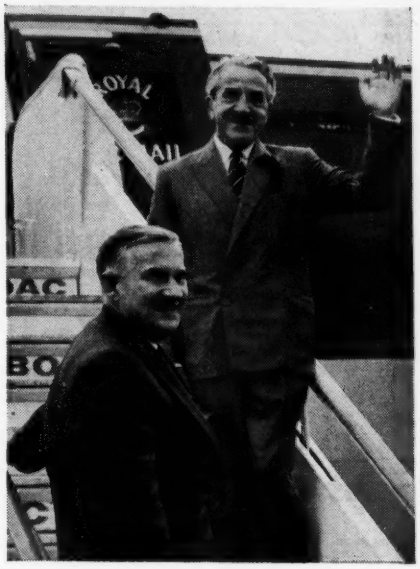
### Switchgear for Burma

The Electricity Supply Board, Rangoon, have placed an order for a 33kV indoor metalclad switchboard, which represents the latest extension to the range of 33kV equipment manufactured by South Wales Switchgear Limited, of Blackwood, Monmouthshire. The switchboard which is rated at 750MVA, incorporates a compact oil circuit-breaker in a truck-type arrangement.

### Marconi Marine equipment for Spanish tankers

A repeat export order for Marconi Marine closed-circuit television systems has been placed by Refineria de Petroleas de Escombreras, S.A., indicating their satisfaction with the equipment which was fitted to their 50,000 ton tanker 'Calatrava', in June 1965. The present order for C.C.T.V. equipment is for installation in two 71,500 ton tankers, the first of which, 'Alcantara', entered service in January, and the second 'Santiago', will be delivered by the Spanish shipyard Astilleros de Cadiz, later this year.

*The first of four special Hi-Lift aircraft-loading vehicles for the Catering Division of Scandinavian Airlines System. Based on a Commer 7-ton diesel-engined chassis, the Edbro hydraulic system for lowering the jacks and raising the body is operated from a single push-button. The light-alloy van body, seen here at its maximum floor height of 3.9 metres (12ft. 10in.), was built by Oswald Tillotson Ltd.*



*Lord McFadzean (right), chairman of the BICC Group, and Mr. V. J. W. Paine, BICC export manager responsible for the Near and Middle East, leaving London Airport for Tehran for the signing on June 28 of a £6 million overhead transmission line contract awarded to the BICC Group by the Ministry of Water and Power of Iran. This is the largest single overseas contract secured by the Group.*

### Soviet order

Chloride Overseas Ltd. – a member of the Chloride Group – has just obtained a £40,000 contract for the supply of battery making equipment to the USSR.

This was the successful conclusion of negotiations with the Soviet Battery Industry, following the purchase of similar plant by the USSR during the 1966 British Industrial Exhibition in Moscow.

The order covers the supply of three battery-plate grid casting installations for use in battery factories in the USSR.

### £100,000 Swedish order

Sperry have received a £65,000 order from the Swedish Ministry of Defence, for Chobham Navigator land-vehicle automatic navigation system. This follows an initial £35,000 order that was completed ahead of schedule.

The Chobham Navigator which has an accuracy of better than 1 per cent of distance travelled, provides a continuously up-dated map reference computed from information 'set-in' at any given start-point.

Negotiations for this unique British system have reached advanced stages in the majority of NATO countries. Particularly encouraging is the serious interest shown by the United States which has purchased two instruments for evaluation trials.

Confident of the export and home potential of the Chobham Navigator, Sperry have started quantity production in order to facilitate quick delivery against anticipated large orders.

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## EUROPEAN ECONOMIC COMMUNITY

### *Trade in processed agricultural goods*

THE *Board of Trade Journal* dated December 2, 1966 (page 1406), contained an announcement about Regulation No. 160/66/CEE which introduces a system of trade for certain goods derived from the processing of agricultural produce in the European Economic Community. Details of further Regulations and Decisions affecting this trade appeared in the *Board of Trade Journal* on May 26, 1967 (page 1395), June 16, 1967 (page 1577) and June 30, 1967 (page 1697).

A further Regulation affecting this trade appeared in the *Journal Officiel des Communautés Européennes,* No. 119, dated June 20, 1967. This Regulation, No. 127/67/CEE, establishes the special provisions applicable to goods covered by Regulation 160/66/CEE and imported from the African and Malagasy States and the Overseas Countries and Territories of the EEC.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4 (Tel. 01-248 5757, Extn. 479).

An unofficial translation of this Regulation will be published by HMSO in due course.

### *Further translations of EEC regulations*

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

| Regulation | Description | Price |
|---|---|---|
| 186/66 | On certain conditions for granting aid in respect of olive oil | 5d. (8d.) |
| 187/66 | On the granting of a refund to producers in respect of maize groats and meal used in the brewing industry | 5d. (8d.) |
| 191/66 | Continuing and amending Regulations Nos. 55/65 and 56/65 on special provisions concerning the disposal of certain kinds of cheese | 8d. (11d.) |
| 192/66 | Amending Regulations Nos. 172/66 and 173/66 on determining the c.i.f. prices and the free-at-frontier price of olive oils which have not undergone a refining process | 8d. (11d.) |
| 195/66 | Extending the period of validity of Regulation No. 40/66 fixing the maximum amount of refunds applicable to exports to third countries of frozen beef and veal which have not been the subject of intervention measures | 5d. (8d.) |
| 203/66 | Amending the additional amounts of levies for slaughtered hens and chickens and for halves or quarters of hens and chickens | 8d. (11d.) |
| 204/66 | Abolishing the additional amount of levies on farmyard poultry eggs in shell originating from the People's Republic of China | 5d. (8d.) |
| 205/66 | Fixing levies in the olive oil sector | 8d. (11d.) |

### *Implementation of common agricultural policy*

THE *Board of Trade Journal* dated July 27, 1962, contained an announcement about the first set of Regulations and Decisions on the common agricultural policy for cereals, pigmeat, eggs, poultry and fruit and vegetables.

The *Journal Officiel des Communautés Européennes* No. 117, dated June 19, 1967, contains the text of four Regulations dated June 13, 1967, setting up the final market organizations for certain of these products. The Regulations, which will come into effect on July 1, 1967, are:

**Regulation No. 120/67/CEE** for cereals (replacing Regulation No 19 of April 4, 1962).

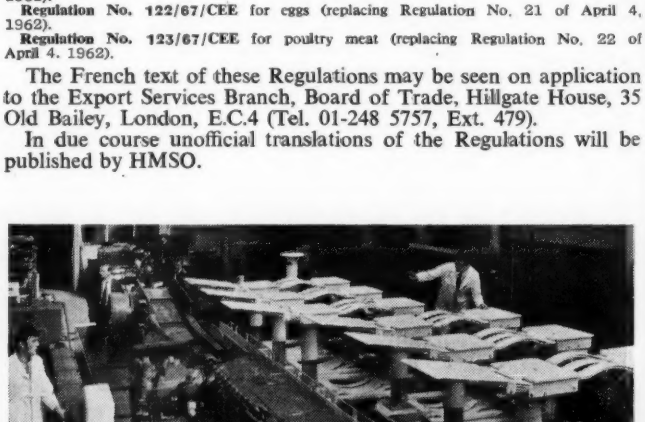
**Regulation No. 121/67/CEE** for pigmeat (replacing Regulation No. 20 of April 4, 1962).

**Regulation No. 122/67/CEE** for eggs (replacing Regulation No. 21 of April 4, 1962).

**Regulation No. 123/67/CEE** for poultry meat (replacing Regulation No. 22 of April 4. 1962).

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

In due course unofficial translations of the Regulations will be published by HMSO.



*A unit of six Wild Husky 50/50-ton self-advancing powered roof supports operating in conjunction with Anderson Boyes coal-winning machinery to simulate work at the coal face will form the centre of a display at the International Mining Equipment Exhibition at Moscow in July. They are shown here undergoing final test before despatch from the Sheffield factory of A. G. Wild and Co. Ltd., the mining equipment engineers.*

## *Rules of competition—Restrictive trading agreements and domination of markets*

THE *Journal Officiel des Communautés Européennes* No. 119, dated June 20, 1967, contains an announcement relating to an application for clearance of an agreement between Johs Rieckermann K. G. of Hamburg and AEG-Elotherm GmbH. Interested third parties are invited to submit their observations within one month from June 20.

Particulars of this announcement may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Extn. 2354/2355).

# SPAIN

## *Opening of global quotas*

THE SPANISH list of global quotas for 1967 was published in the *Board of Trade Journal* of February 17, page 470. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

| Quota No. | Goods | Value of licences for which applications invited | Applications to be presented between |
|---|---|---|---|
| | | *Pesetas* | |
| 35 | Articles of glass and porcelain | 12,500,000 | July 1 & July 31 |
| 36 | Imitation jewellery | 3,750,000 | July 1 & July 31 |
| 37 | Containers of iron or steel | 9,000,000 | July 1 & July 31 |
| 41 | Other manufactures of cast iron or steel | 10,000,000 | July 1 & July 31 |
| 42 | Copper manufactures | 4,500,000 | July 1 & July 31 |
| 43 | Aluminium manufactures | 5,000,000 | July 1 & July 31 |
| 44 | Hand tools for industry | 25,000,000 | July 1 & July 31 |
| 45 | Saws and blades | 12,500,000 | July 1 & July 31 |
| 46 | Cutlery and table sets of iron or steel | 9,000,000 | July 1 & July 31 |

# MOROCCO

## *Import liberalization*

AS ANNOUNCED in last week's *Board of Trade Journal* the Moroccan Ministry of Commerce has published details (Notice to Importers No. 715) of new import regulations.

Goods from all sources included in List 'A' below may be imported under cover of an *engagement d'importation* which no longer requires administrative endorsement. The *engagement d'importation* is domiciled with an agreed intermediary bank.

Goods included in List 'B' below may be imported under cover of an import licence, now known as a *certificat d'importation*, which is applied for as previously and is valid for six months from the date of endorsement by the *Office des Changes*. Details of global quotas for 1967 are included in List 'B'.

Goods which are not included in either Lists 'A' or 'B' are prohibited and may not be imported (these goods constitute List 'C').

The French text of these Lists may be consulted at, and all inquiries should be addressed to, Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Extn. 479-481).

LIST A (Goods for which import licences are not required)

| Nomenclature | Products |
|---|---|
| 01.01.03/13 | Horses and asses of pure race for breeding |
| 01.02.01 | Bovines of pure race for breeding |
| 01.02.13 | Fighting bulls |
| 01.03.01 | Swine of pure race for breeding |
| 01.04.01/11 | Sheep and goats of pure race for breeding |
| 01.05.01 | Day-old chicks |
| 01.06.12/22/32 | Pigeons (except carrier pigeons), ground game, camelidae |
| 03.02 | Fish, salted, in brine, dried or smoked |
| 03.03 | Crustaceans and molluscs |
| 04.02 | Milk and cream, preserved, concentrated or sweetened |
| 04.03.00 | Butter |
| 04.04.00 | Cheese and curd |
| 05.01/02/03 | Human hair, bristles, hair, coarse hair and waste of such bristles and hair |
| 05.15.21 | Silkworms' eggs |
| 6.01.00 | Bulbs, onions, etc., dormant |
| 07.01.14 to 17 | Spinach, sorrel, chicory, lettuce and various salad vegetables |
| 07.01.45/46 | Garlic, asparagus |
| 07.01.61/62/71/75/76/81/82 | Olives, capers, cucumbers, gherkins, mushrooms and truffles, fresh or frozen |
| 07.05.01/11/21/41/51/53/61 | Dried leguminous vegetables, for sowing |
| 08.01/02 (except 08.01.01/12) | Fresh bananas, pineapples, mangoes, coconuts, Brazil nuts and citrus fruits |
| 08.04.11 | Dried grapes |
| 08.05/06 (except 08.06.01/11) | Almonds, hazel-nuts, walnuts, chestnuts, apples and pears (except dessert) and quinces |
| 08.07.21 | Cherries |
| 08.12 | Fruits, dried (fruit salads, apples and pears, apricots, peaches, plums and others) |
| 09.01 | Coffee |
| 09.04 to 09.10 | Pepper and spices |
| 10.05.01 to 03 | Maize seed |
| 10.06.01 | Rice seed |
| 10.07.21 | Sorghum seed |
| 12.01.51/57 | Peanut and mustard seed |
| 12.03 | Seeds, spores and fruits, of a kind used for sowing |
| 12.06 | Hop cones and lupulin |
| 12.07 | Plants of trees, bushes, shrubs or other plants, being goods of a kind used primarily in perfumery, in pharmacy, etc. |
| 12.08.03 | Flakes, meal and flour of locust beans |
| 13.01.01/03/08/20/31/41/61/63 | Raw vegetable materials of a kind used in dyeing or in tanning |
| 13.02.01 to 11 | Shellac, gums, incense |
| 13.02.21 to 39 | Resins and balsams |
| 13.03 (except 13.03.32/34) | Vegetable saps and extracts, pectin, agar-agar |
| 14.01.01/11/21/31/41 | Osier, bamboos, reeds, rushes, rattans, rough, raffia and rice straw |
| 14.02 | Vegetable materials of a kind used for stuffing |
| 14.03.11/19 | Piassava and couch grass |
| 14.05.01 | Esparto grass and diss |
| 14.05.11/19 | Raw seaweed |
| 15.09.00 | Degras |
| 15.11.11 | Refined glycerol |
| 15.14 | Spermaceti |
| 15.15.02 | Beeswax, bleached or artificially coloured |
| 15.15.11 | Waxes (of shellac, Chinese, etc.) |
| 15.16 | Vegetable waxes |
| 15.17.01 | Soap-stocks |
| Chapter 16 | Preparations of meat, of fish, of crustaceans or molluscs |
| 17.01.01/02/03 | Raw sugar in powder form |
| 17.01.41 | Chemically pure saccharose |
| 17.04 | Sugar confectionery, not containing cocoa |
| Chapter 18 (except 18.01, 18.03.00) | Cocoa (except in bulk or in block and cocoa beans) and cocoa preparations |
| 19.01 | Malt extract |
| 19.02.02 | Powders for the preparation of creams and sweets (side-dishes), etc., unsweetened, without cocoa |
| 19.02.03 to 09 | Flours, not containing cocoa |
| 19.04 | Tapioca |
| 19.05 | Products with a cereal base, swollen and roasted (corn flakes, etc.) |
| 19.06 | Communion wafers, sealing wafers, rice paper and similar products |
| 19.08.52 to 54 | Gingerbread, not containing cocoa or chocolate, comprising fruits or sweetening matter but not iced |
| Chapter 20 | Preparations of vegetables, fruit or other parts of plants |
| Chapter 21 (except 21.06) | Various food preparations, except yeasts |
| 22.03 | Beer |
| 22.07 | Other fermented beverages (for example, cider, perry and mead) |
| Chapter 24 | Tobacco |
| 25.04/05/06 | Graphite, sands, quartz |
| 25.10 | Natural calcium phosphates |
| 25.11.01/02/11 | Natural baryium sulphate; barium carbonate |
| 25.15.11 | Marble, travertine and other calcareous stone, in blocks and squared |
| 25.17.01/11 | Flint, shingle, granules, chippings and powder of stones |
| 25.22.11 | Lime, other than hydraulic |
| 25.23.11/12 | Powdered cement |
| 25.24.00 | Asbestos |
| 26.01.03 | Manganese dioxide |
| 26.01.07/08 | Lead and zinc ore |
| 26.02 to 26.04 | Slag and ash |
| 28.06.02 | Commercial hydrochloric acid |
| 28.16.11 | Ammonia |
| 28.24 | Cobalt oxides and hydroxides |
| 28.38.12 | Copper sulphate |
| 28.53 | Liquid air |
| Chapter 29 | Organic chemical products |
| Chapter 32 (except 32.09.52/61) | Tanning extracts, colouring matter, putty, inks |
| 33.01 | Essential oils |
| 33.03 to 33.06 | Concentrated essential oils and perfumery, toilet and cosmetic preparations |
| 34.01 | Soaps |
| 34.03 to 34.05 | Lubricating preparations, artificial waxes, polishes and creams, metal polishes, scouring powders, etc. |
| 34.07 | Modelling pastes including dental wax |
| Chapter 35 (except 35.05) | Albuminoidal substances; glues |
| Chapter 37 | Photographic and cinematographic goods |
| Chapter 38 (except 38.12.00) | Products of the chemical industries |
| 39.01.01 to 42, 39.01.53 to 72, 39.02.03 to 31, 39.02.41 to 95, 39.03.02 to 39.06.21 | Artificial plastic materials, artificial resins, chemical derivatives of rubber |
| 39.07 | Articles of artificial plastic materials |
| 40.01 to 40.06 | Raw and unvulcanized rubber |
| 40.07 | Vulcanized rubber thread and cord, whether or not textile covered, and textile thread covered or impregnated with vulcanized rubber |
| 40.10 | Transmission or conveyor belts of vulcanized rubber |
| 40.12 to 14 | Hygienic articles, apparel and clothing accessories and other articles of unhardened vulcanized rubber |
| 40.15/16 | Hardened rubber and articles of hardened rubber |
| 42.02 | Travel goods, articles of Morocco-leather, etc. |
| 42.04 | Articles of leather or of leather substitutes for industrial uses |
| 42.05.12/21 | Various articles of sheath-making, leather welting in the length |
| 42.06 | Articles made from gut |
| 43.01/02 | Raw furskins and furskins, tanned or dressed |
| 43.04 | Artificial fur |
| 44.02 | Wood charcoal |

*(Continued on next page)*

## MOROCCO, *continued*

| Nomenclature | Products |
|---|---|
| 44.05.01/02 | White pine and fir, sawn, sliced or peeled, of a thickness of more than 5 mm. |
| 44.07.02/12 | Railway or tramway sleepers of wood, untreated |
| 44.09 | Split woods, piles and pickets of wood, chipwood, wood shavings for use in the manufacture of vinegar |
| 44.10.11 | Roughly trimmed fine woods, for walking sticks, umbrellas, handles for tools, etc. |
| 44.11.11 | Wood prepared for matches |
| 44.12.11 | Wood flour |
| 44.13.01 | Hard woods, planed, grooved, tongued, etc. |
| 44.17.11 | 'Improved' wood, laminated |
| 44.19.11 | Wooden beadings and mouldings, rough, for furniture, frames and interior decoration |
| 44.19.12 | Wooden beadings and mouldings, for furniture |
| 44.20.00 | Wooden picture frames, photograph frames, mirror frames and the like |
| 44.25.21 | Wood for brush bodies and handles |
| 44.25.31 | Boot and shoe lasts |
| 44.26 | Spools, caps and bobbins |
| 44.28.11 | Capacity measures, of wood |
| 44.28.21/22 | Wooden articles for industry |
| 44.28.31 | Oars and paddles, of wood, for boats |
| 44.28.42 | Turner's shop articles, of natural wood |
| 45.04.14 | Articles of agglomerated cork, other than stoppers and fishing-line floats |
| 46.01.02 | Plaits and similar articles of vegetable matter |
| Chapter 50 (except 50.09/10) | Silk and waste silk (except woven fabrics) |
| 51.03 | Yarn of man-made textile fibres (continuous) |
| 52.02 | Woven fabrics of metallized textiles |
| 53.10 | Yarn of wool or of other animal hair |
| 53.13 | Woven fabrics of horsehair |
| Chapter 54 | Flax and ramie |
| 55.06 | Cotton yarn put up for retail sale |
| 56.06 | Yarn of man-made fibres (discontinuous), put up for retail sale |
| 57.01.01/31 | True hemp, tow and waste of true hemp |
| 57.05 | Yarn of true hemp |
| 57.07.11 | Coconut yarn |
| 57.11 | Woven fabrics of vegetable textile fibres |
| 57.12.00 | Woven fabrics of paper |
| 58.01 to 03 | Carpets and mats |
| 58.04 | Woven pile fabrics |
| 58.05 | Narrow woven fabrics and narrow fabrics |
| 58.06 | Woven labels, badges and the like, not embroidered |
| 58.07 | Chenille yarn, gimped yarn, braids, narrow woven fabrics with fringes, other ornamental trimmings |
| 59.01.11 | Textile flock and dust and mill neps |
| 59.02.02 to 19 | Felt and articles of felt |
| 59.03.00 | Bonded fibre fabrics and articles of such fabrics |
| 59.05/06/07/09 | Nets and other articles made from yarn, twine, cordage; textile fabrics coated with gum; tracing cloth, prepared painting canvas, buckram; fabrics coated with oil |
| 59.10.01 | Linoleums, not inlaid |
| 59.11/12 | Rubberized textile fabrics; fabrics impregnated or coated; painted canvas being theatrical scenery |
| 59.14.01 to 59.17.31 | Wicks, gas mantles, piping, transmission belts and other articles for technical uses, of textile materials |
| 61.05 to 61.09 | Clothing accessories (handkerchiefs, scarves, ties, collars, corsets, brassieres, garters, etc.) |
| 62.03.07 | Sacks of fabrics of paper yarn |
| 62.03.11/12 | Sacks and bags for packing of goods |
| 62.05 | Dress patterns, nets, napkins, sanitary towels, etc. |
| Chapter 64 (except 64.01) | Footwear (except of rubber or of plastic materials), gaiters and similar articles |
| Chapter 65 | Headgear and parts thereof |
| Chapter 66 (except 66.03.11) | Umbrellas and sunshades and parts thereof |
| 67.02 | Artificial flowers, foliage and fruits |
| 67.03/04 | Human hair and wigs |
| 67.05.00 | Fans and hand screens |
| 68.02 to 68.08 | Worked monumental or building stone, slates, grindstones, millstones, abrasives, slag wool and the like, vermiculite, insulating materials, articles of asphalt or similar materials |
| 68.10 | Articles of plaster |
| 68.11.11 | Articles of cement (except tiles with 20 cm. sides) |
| 68.12.04 to 07 | Sheets and panels, piping and sleeves and other articles of cement |
| 68.13 to 68.16 (except 68.16.01) | Asbestos and articles thereof, friction material, worked mica and articles of mica, articles of stone or of other mineral substances (except fused basalt) |
| 69.01 to 69.03 | Heat-insulating and refractory goods |
| 69.06 to 69.13 (except 69.06.01) | Piping and conduits, flags, setts and paving; articles for industrial use; troughs, tubs and similar receptacles of a kind used in agriculture; pots; sinks, wash basins and bidets; tableware for toilet purposes; statuettes and other ornaments, of ceramic materials |
| 69.14 | Other ceramic products |
| Chapter 70 (except 70.02.00, 70.03.11/13, 70.04.12, 70.05.01/11, 70.06.14, 70.08.11, 70.10) | Glass and articles of glass |
| 71.02.03 | Diamonds, cut or otherwise worked, for industrial uses |
| 71.03 | Synthetic or reconstructed stones |
| 71.05.31 | Silver and alloys in powder |
| 71.09.01/02 | Platinum and alloys, unwrought, in lumps, ingots or pellets, wire, sections, sheet and strip |
| 71.13.11 | Articles of silversmiths' or goldsmiths' wares, other than medals, of gold or gold alloys |
| 71.14.11 | Other articles of precious metal or rolled precious metal |
| 71.15.01 | Mounts and fasteners incorporating pearls or precious stones |
| 71.15.12 | Other articles incorporating pearls or precious stones for industrial uses |
| 71.16.11/21 | Fancy jewellery except medals |
| Chapter 73 (except 73.03/05, 73.27.11, 73.31.01, 73.32.01/11/31/33/34, 73.38.14 to 18, 73.39.00, 73.59.75, 73.94.11 to 19) | Iron, cast iron and steel (except scrap and waste metal, powders, netting, nails, screws for wood, bolts, nuts, domestic articles of enamelled sheet, steel wool, tin plate, light wire or black annealed wire) |
| 74.01.01 to 15 | Copper matte; unwrought copper |
| 74.02 | Master alloys (copper) |
| 74.03 | Wrought bars, sections and wire of copper |
| 74.04.01 to 24 | Plates, sheet and strip of copper and copper alloys, of a thickness of more than 0·15 mm. |
| 74.05 to 74.14 | Foil, strip, powders and flakes, tubes and pipes, tube and pipe fittings, reservoirs, cloth, netting, cable, nails and tacks, of copper |
| 74.15.12 | Bolts, nuts and screws with wooden threads, of copper |
| 74.16/17 | Springs, cooking and heating apparatus, not electrically operated, of copper |
| 74.18 | Articles for domestic purposes, sanitaryware and parts, of copper |
| 74.19.11/41/42/51/52 | Safety pins, make-up boxes, accessories for power transmission lines and transport lines and other articles of copper |
| Chapter 75 | Nickel and articles thereof |
| Chapter 76 (except 76.04.04, 76.10.02, 76.12.00, 76.16.01, 76.16.41 to 62) | Aluminium and articles thereof |
| Chapter 77 | Magnesium and beryllium and articles thereo |
| 78.01.02 | Unwrought lead alloys |
| 78.02 to 04 | Wrought bars, sections, wire, sheet, strip, powders and flakes of lead |
| 78.06 | Other articles of lead |
| 79.01.01/02 | Unwrought zinc |
| 79.02.01/11 | Wrought bars and sections of zinc |
| 79.03 | Plates, sheet, strip and powder, of zinc |
| 79.04.11 | Tube and pipe accessories of zinc |
| 79.06.11/21 | Tile and other hangers of zinc |
| Chapter 80 (except 80.01.11, 80.03.00, 80.06.11/21) | Tin and articles thereof |
| Chapter 81 | Various base metals (tungsten, molybdenum, tantalum, etc.) |
| Chapter 82 (except 82.01.11, 82.09.01, 82.11.23) | Tools, implements, cutlery and spoons, of base metal |
| Chapter 83 (except 83.04.01/03, 83.06.16, 83.13.01/21) | Various articles of base metal: locks and padlocks, safes, filing cabinets, letter corners, staples, lamps and lamp fittings, clasps, bells, etc. |
| 84.01.01/11 | Locomotive or marine boilers |
| 84.02 to 84.09 | Auxiliary plant, gas generators, steam power units, engines, turbines, etc. |
| 84.10 to 84.12 (except 84.10.51 to 63) | Pumps, compressors, fans |
| 84.13 to 84.15 (except 84.15.01/02/11) | Burners, non-electric furnaces, refrigerating equipment |
| 84.17.01 to 21 | Water heaters, sterilizers and condensers, not electrically operated |
| 84.18.22/39 | Air and gas filters |
| 84.19 to 84.26 and 84.28 | Machinery for bottling, packing, weighing, spraying, lifting, extracting, levelling and for agriculture |
| 84.30 to 84.35 | Machinery for the food industry, for making paper and paperboard and for printing |
| 84.43 to 84.65 (except 84.59.41/43, 84.61.43/44) | Machinery for metallurgy, stone, wood, glass and plastic working, etc., machinery for screening, grinding, mixing, agglomerating, etc., vending machines, taps, cocks and valves, bearings, transmission and coupling pieces; typewriters, calculating machines, statistical machines) |
| 85.01 to 85.14 (except 85.01.23/24/26, 85.03.13, 85.04.01, 85.05.00, 85.12.01) | Generators, transformers, electro-magnets, batteries and accumulators, tools for working in the hand, electric lamps, resistors, electric line apparatus, microphones and amplifiers |
| 85.15.01 to 51 (except 85.15.31) | Radio and television apparatus |
| 85.16 to 85.28 (except 85.19.71, 85.23.02/11/12) | Traffic control equipment, capacitors, apparatus for making, breaking and protecting circuits, resistors, lamps, wire, cables, conductors, carbons, and insulators |
| Chapter 86 (except 86.07) | Railway vehicles and equipment; non-electric signalling apparatus for road, rail and other vehicles |
| 87.03 | Special purpose motor vehicles |
| 87.07 | Works trucks |
| 87.09 | Motor-cycles with auxiliary motor |
| 87.11 | Invalid carriages |
| 87.13 | Invalid carriages and baby carriages |
| 87.14 | Other vehicles, not mechanically propelled |
| Chapter 88 | Aircraft |
| Chapter 89 | Ships, boats and floating structures, seagoing and waterway |
| Chapter 90 | Optical, photographic, cinematographic and precision apparatus; medical and surgical instruments and apparatus |
| Chapter 91 | Clocks and watches |
| Chapter 92 | Musical instruments, sound recorders and reproducers |
| Chapter 93 | Arms and ammunition |
| 94.02 | Medical and dental furniture |
| Chapter 95 (except 95.01.01) | Articles and manufactures of carving and moulding material |
| 96.02.01/11 | Toothbrushes and shaving brushes |
| 96.03 to 96.06 | Knots and tufts for brooms, feather dusters, powder puffs, hand sieves and riddles |
| Chapter 97 (except 97.04.02) | Dolls, toys, games and sports requisites |
| Chapter 98 (except 98.03.11/31, 98.11.01 to 31) | Miscellaneous (buttons, slide fasteners, pens and propelling pencils, pencils, lighters, combs, sprays, vacuum flasks, etc.) |
| Chapter 99 | Works of art, collectors' pieces and antiques |

**LIST B** (Goods for which import licences are still required)

| Nomenclature | Products | 1967 Quota (DH '000) |
|---|---|---|
| 01.02.15 | Milch cows | SB |
| 04.06 | Natural honey | 600 |
| 05.04.02 to 05 | Guts | 500 |
| 06.02.01 to 21 | Various cuttings, vine plants, mushroom spawn | 700 |
| 06.02.51 to 72 | Living nursery plants | 500 |
| 07.01.01 | Seed potatoes | 20,000 |
| 07.01.02 | Potatoes for consumption | 3,000 |
| 08.01.01, | Dates, | 1,000 |
| 08.06.01/11 | dessert apples and pears | 1,500 |
| 09.02 | Tea | SB |
| 10.01.01/02/11/12 | Wheat | SB |
| 10.02 to 04 | Rye, barley, oats | SB |
| 10.07.41 | Cereal seeds, n.e.s. | SB |
| 11.08.01 to 13, 11.09.00 | Starches and gluten | SB |
| 12.01.01, Ex 12.01.03 | Unroasted groundnuts | 1,500 t (2,000) |
| Ex 12.01.03, 12.01.06/08/22/23, 15.07.01/03/09/15/18/19 | Fatty products, edible, except unroasted groundnuts | SB |
| 12.01.07/18, 15.02, 15.03.13, 15.04, 15.05.11/21, 15.06.01/21, 15.07.02/04/06/07/12/24/27/36, 15.08/09, 15.10.01 to 03, 15.10.31/32, 15.11.11 15.12, 11/12 | Fatty products, industrial | 25,000 |

| Nomenclature | Products | 1967 Quota (DH '000) |
|---|---|---|
| 12.01.52/61/62/63/69 | Seeds of safflower, sesamum, soya, sunflower, etc., for sowing | 1,000 |
| 12.02.00 | Flour of oleaginous seeds and fruits, non-defatted (except mustard flour) | SB |
| 15.07.29/37 | Refined oils of sweet almonds, and of the castor-oil plant | 30 |
| 15.12.01/02 | Hydrogenated oils and fats | 4,000 |
| 17.02 (except 17.02.01 and 17.02.44 to 46) | Various sugars and syrups | SB |
| 18.01 | Cocoa beans | 200 |
| 19.02.01/11/12 | Food preparations for infants or for dietetic uses with a base of flour, starch, or malt extract, sweetened without cocoa or containing cocoa | 500 |
| 21.06.01/11/21 | Active or non-active yeasts for distilling and brewing; prepared baking powders | SB |
| 22.01.11 | Natural mineral waters | 5,000 |
| 22.05/06 | Wines and vermouths | 2,500 |
| 22.08/09 | Ethyl alcohol, spirits, liqueurs and alcoholic preparations | 6,000 |
| 23.07.11 | Animal condiments without the addition of molasses or sweetening; compound feeding stuffs | 350 |
| 25.01.03 | Salt (sodium chloride), other than unrefined | 200 |
| 25.02/03 | Unroasted iron pyrites and sulphur | 2,000 |
| 25.07 to 25.09 (except 25.07.11/32) | Clays (except bentonite and ghassoul), chalks, earth colours | 3,000 |
| 25.12/13 | Infusorial earths, siliceous fossil meals, pumice stone, corundum and abrasives | 500 |
| 25.14 | Slates | 30 |
| 25.18/19 | Dolomite and magnesia | 300 |
| 25.26 to 32 | Mica, steatite, cryolite, arsenic sulphides, borates, felspars and other mineral materials | 1,000 |
| Chapter 27 (except 27.01.02/13, 27.02/03) | Combustible minerals, mineral oils, products of their distillation, bituminous materials and mineral waxes | SB |
| Chapter 28 (except 28.01.01, 28.06.02/11, 28.08.01, 28.09.01, 28.16.11, 28.23.01, 28.24.00, 28.31.11/13, 28.38.12, 28.44.00 and 28.53.00) | Inorganic chemical products, comprising precious metals, radio-active elements, rare earth metals and isotopes | 25,000 |
| Chapter 30 (except 30.04.11 to 19) | Pharmaceutical products | 80,000 |
| 30.04.11 to 19 | Wadding and gauze put up for retail sale | 500 |
| Chapter 31 | Fertilizers | 16,000 |
| 32.09.61 | Various paints in containers of 5 litres or less | 200 |
| 34.02 | Organic surface-active agents | 2,000 |
| 34.06.00 | Candles, tapers, etc. | 100 |
| 35.05 | Dextrins and starches | 800 |
| Chapter 36 (except 36.02.01, 36.03.01, 36.06.01 and 36.07.00) | Gunpowders and explosives, pyrotechnic articles, matches other than of wood, combustible preparations | 4,000 |
| 38.12.00 | Glazings and prepared mordants | 1,000 |
| 39.02.01/02 | Polyethylenes in plates, sheets and pipes | 300 |
| 39.02.32/33 | Polyvinyl chloride (except in powder or granules) | 1,000 |
| 39.03.01 | Regenerated cellulose sheets, surface worked or treated, of a thickness equal to or less than 0·5 mm. | 100 |
| 40.08 | Plates, sheets, strip, rods and sections of unhardened vulcanized rubber | 1,500 |
| 40.09.01 to 15 | Tubes and pipes of unhardened vulcanized rubber, not combined with other materials or combined with textile materials | 2,000 |
| 40.11 | Rubber tyres, tyre-cases and inner tubes | 8,000 |
| Chapter 41 (except 41.07.71 to 96) | Hides and skins (except limed or pickled) | 5,000 |
| 42.03 | Articles of apparel and clothing accessories, of leather | 200 |
| 44.03.01, 44.03.04 to 08, 44.03.11/12/13/15/16/17/21/29 | Common woods in the rough | 25,000 |
| 44.05.03 to 19, 44.05.22/29 | Woods simply sawn, sliced or peeled, of a thickness of more than 5 mm. | 6,000 |
| 44.08 | Cask-woods | SB |
| 44.14.11/12 | Veneer sheets, sawn, sliced or peeled, of a thickness equal to or less than 5 mm., not reinforced on paper or fabric | 500 |
| 44.15.02/04 | Laminated wood panels with unthickened core | 200 |
| 44.22.01/11/12 | Casks | 1,000 |
| 44.25.01 | Tools of common wood | SB |
| 44.25.12/13 | Wooden tool handles and bodies | 300 |
| 44.28.44 | Other articles of wood | SB |
| 45.04.11 | Cork stoppers | SB |
| Chapter 47 | Paper-making materials | 15,000 |
| Chapter 48 (except 48.05.01, 48.07.26, 48.15.51, 48.16.01/05/11/12/13/14, 48.17.00, 48.21.02/12/16 | Papers and paperboards; articles of cellulose wadding, paper and paperboard | 35,000 |
| Chapter 49 (except 49.08.11) | Books, brochures and printed matter | 10,000 |
| 50.09/10 | Natural silk fabrics | 1,000 |
| 51.01 | Yarn of man-made fibres (continuous) | 60,000 |
| 51.02, 52.01 | Monofils and metallized yarn | 6,000 |
| 51.04.01 to 14 (except Ex 51.04.07) | Fabrics of continuous synthetic fibres (except for tyres) | 600 t (9,000) |
| Ex 51.04.07/27, Ex 55.09.03, Ex 56.07.11 | Fabrics for the tyre-making industry | 12,000 |
| 51.04.21 to 34 (except Ex 51.04.27) | Fabrics of continuous artificial fibres (except for tyres) | 200 t (2,000) |
| 53.01 to 05 | Wool, not carded or combed | 18,000 |
| 53.06 to 09 | Yarn of wool, carded or combed | 2,000 |
| 53.11/12 | Woollen fabrics | 100 t (1,500) |
| 55.01 | Cotton, not carded or combed | 25,000 |
| 55.03/04 | Cotton waste | 1,000 |
| 55.05 | Cotton yarn | 8,400 |
| 55.09 (except Ex 55.09.03), 56.07.11 to 23 (except Ex 56.07.11) | Woven fabrics of cotton or *fibrane* (except for tyres | 4,250 t (34,000) |
| 56.01 to 04 | Man-made fibres (discontinuous) | 44,000 |
| 56.05.01 to 06 | Yarn of synthetic fibres (discontinuous) | 8,000 |
| 56.05.11 to 16 | Yarn of artificial fibres (discontinuous) | 5,000 |
| 56.07.01 to 05 | Fabrics of synthetic fibres (discontinuous) | 150 t (40,500) |
| 57.03/04 (except 57.04.21) | Vegetable fibres: jute, sisal and other | 15,000 |
| Ex 57.06 | Yarn of jute (for pyrotechnical uses) | 200 (9,000) |
| Ex 57.10.03/04 | Jute fabrics for cloths known as 'tailors' cloths' only | 10 |
| 58.08 to 10 | Tulles, lace, embroidery | 900 |
| 59.01.01 | Wadding and articles thereof | 400 |
| 59.04.01 to 04, 59.04.07 to 10, 59.04.13, 59.04.21 to 23 | Twine, cordage and ropes, except of sisal | 1,000 |
| 59.08 | Fabrics, coated or impregnated | 3,000 |
| 59.13 | Elastic fabrics | 20 t (300) |
| 59.17.32/33 | Various articles for technical uses in the textile industry | 350 |
| 60.01/06 | Knitted fabrics | 1,500 |
| 60.02 to 05, 61.04.01/02 | Knitted articles and articles for infants | 1,500 |
| 61.01.01 to 61.03.31, 61.04.11 to 17 | Articles of apparel for men, women and children | 100 t (2,500) |
| 61.10.00 | Glovewear, stockings and socks, except knitted goods | 50 |
| 62.01.01/12/14/15/21 | Rugs and blankets other than of cotton or *fibrane* | 1,000 |
| 62.02 | Household linen | 500 |
| 62.03.01, Ex 62.03.03 to 06 | Sacks of flax and hemp fabrics; pitch-coated, paper-lined jute sacks | 100 t (500) |
| 62.04 | Tarpaulins, sails | 500 |
| 63.02.00 | Rags | 1,500 t (1,800) |
| Ex 64.01.15 to 17 | Protective boots, of rubber, or of plastic material | 50 |
| 70.04.12, 70.05.01/11, 70.06.14 | Glass cast, hammered, patterned, corrugated, etc.; drawn or blown glass, uncoloured; drawn or blown glass of a thickness of 10 mm. and less and an area of 0·5 sq. m. or more | 4,000 |
| 70.08.11 | Safety glass, laminated | SB |
| 70.10 | Carboys, bottles, flasks and jars, of glass | 1,000 |
| 71.02.01, 71.02.06/12/13 | Unworked diamonds, sapphires, rubies, emeralds and other precious stones, for industrial uses | 100 |
| 71.05.01 to 22 | Silver and silver alloys, in lumps, ingots, bars, wire, sections, plates, sheet and strip | SB |
| 71.07.11/21/22 | Gold in bars, wire, sections, plates, sheet and strip | SB |
| 71.12.01/21/24, 71.13.01 | Silver medals and rolled jewellery | 100 |
| 71.13.14 | Various rolled articles | 20 |
| 71.16.01 | Imitation medals | 20 |
| Chapter 72 | Coin | SB |
| 73.27.11 | Metal netting | 50 |
| 73.31.01 | Nails | 15 |
| 73.32.01/33 | Coach screws, screws for wood | 500 |
| 73.32.11/31/34, 74.15.01/11/13 | Bolts and nuts | 300 t (1,000) |
| 73.38.14 to 18 | Domestic articles of enamelled plate | 1,000 |
| 73.39.00 | Steel wool | 20 |
| 73.59.75 | Tin plate | 30,000 |
| 73.94.11 to 19 | Light wire or black annealed wire, copper or zinc treated | 1,500 |
| 78.05.01/11 | Tubes, pipes, tubes of S-shape for syphons, of lead | SB |
| 82.01.11 | Shovels, pickaxes, picks | 500 |
| 83.13.01/21 | Tear-off stoppers and capsules, etc. | 500 |
| 84.01.21 to 28 | Boilers, other than locomotive or marine | 800 |
| 84.10.51 to 63 | Centrifugal and other pumps | SB |
| 84.15.01 | Refrigerating apparatus of less than 500 kgs. | SB |
| 84.16 | Calendering and rolling machines, except for metal and glass working | SB |
| 84.17.31 to 71 | Dryers and other heating apparatus for various industries (food, flour, paper pulp, rubber, plastic, soap, perfumery, etc.) | SB |
| 84.18.01 to 21 | Centrifuges and liquid filters | SB |
| 84.27.00 | Presses, crushers and other machinery, of a kind used in wine-making, cider-making, etc.) | SB |
| 84.29 | Machinery for the bread grain milling industry, etc. | SB |
| 84.36 to 84.42, 84.59.41/43 | Machines for extruding man-made textiles, for processing, spinning, twisting and throwing, etc.; weaving machines, knitting machines, machines for making tulle; machinery for hat-making, the textile industry and bleaching; sewing machines; machinery for working hides and skins; rope and cable-making machines | SB |
| 84.61.43/44 | Taps, cocks and valves of copper alloys, bronze or brass | 200 t (2,000) |
| 85.01.23 to 26 | Transformers of industrial frequency and others | SB |
| 85.03.13 | Dry batteries of more than 10 volts | 20,000 units |
| 85.04.01 | Lead accumulators | SB |
| 85.05.00 | Tools for working in the hand, with self-contained electric motor | SB |
| 85.12.01 | Electric storage water heaters and immersion heaters | 50 |
| 85.15.31 | Television receivers (including those CKD) | 12,000 |
| 85.15.61 to 65 | Parts and accessories for radio and television | 6,000 |
| 85.19.71 | Switchboards and control panels | SB |
| 85.23.02/11/12 | Wire and cable with a metallic covering, insulated with rubber or, without a metallic covering, insulated with plastic materials or natural rubber | 1,500 |

*(Continued on next page)*

MOROCCO, *continued*

| Nomenclature | Products | 1967 Quota (DH '000) |
|---|---|---|
| 87.01 | Tractors, including those CKD | 20,000 |
| 87.02.01/21/31/32, 87.04.01 | Motor vehicle chassis, with or without cab, motor vehicles for the transport of persons or goods, of a loaded weight less than or equal to 5 metric tons and a cylinder capacity less than 3,000 c.c. | SB |
| 87.02.11 to 14 | Private cars | PM |
| 87.02.51/52/53, 87.04.11 | Cars, vehicles and chassis with electric or other motors | SB |
| 87.05.01 | Bodies of motor vehicles for the transport of persons | SB |
| 87.06 | Parts and accessories for motor vehicles | SB |
| 87.08.00 | Tanks | SB |
| 87.12.01/11/21/22 | Chassis and frames for motor cycles and spare parts and accessories for motor cycles and cycles | 10,000 |
| 94.04.24/25 | Quilts and eiderdowns | 500 |
| 96.01, 96.02.21 to 53. | Brooms and brushes, paint brushes and rollers, etc. | 200 |

NOTES: SB = *selon besoin* = according to need; PM = *pour memoire* = to be borne in mind; t = metric tons.

## GHANA

### *Import licensing*

THE FOLLOWING NOTICE was published in the Ghana Commercial and industrial Bulletin of June 23, 1967.

**Notice to Importers No. 281**

'In exercise of the powers vested in him by the Imports and Exports Restriction Order, 1948 (No. 113 of 1948) the Controller of Imports and Exports hereby announces that the validity period of import licences issued to private industrial establishments for the first half year ending June 30, 1967, will generally not be extended.

'Where Letters of Credit have been established or orders have been confirmed against the first half year's licence, but the goods have not been shipped on or prior to the expiry date of the licence, the second half year's licence should be used to effect the necessary amendment on the relative documents covering the importation.'

## DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA)

### *Liberalization of Imports and Monetary reform*

IN A SPEECH delivered on June 24, President Mobutu announced the liberalization of imports and a major reform, in Kinshasa.

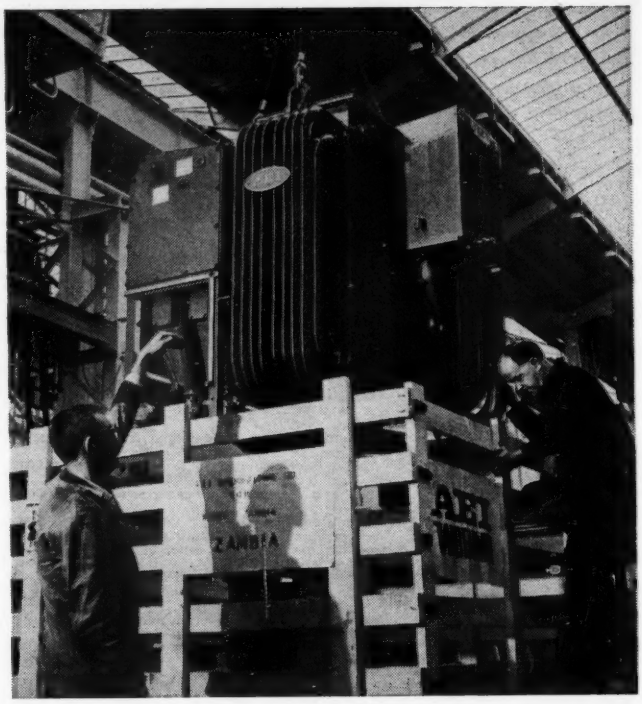
The former quota of import licensing, announced in the *Board of Trade Journal* of March 11, 1966, page 570, has been abolished. Imports are henceforth divided into two categories. Although full details are not yet available, it is believed that Category I will consist mainly of essential consumer goods and supplies for local industry. Category 2 will include capital equipment and luxury goods. Applications for import licences will have to be submitted to the Banque Nationale du Congo, through approved banks, weekly in the case of Category 1 and monthly in the case of Category 2.

Also announced were the devaluation of the Congolese franc and the creation of a new unit of currency. The Congolese franc has been devalued from an official rate of 420FC=£1 to a rate of 1,400FC=£1. The new unit is the Zaire, equivalent to 1,000 FC, so that £1=1.4 Zaire.

Copies of the decrees (in French) giving effect to the above measures may be seen shortly at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

**INDEX INQUIRIES**

*Inquiries about the detailed contents of the* JOURNAL *(dates of which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.




*The picture shows an AEI Transwitch pocket substation being crated at the Wythenshawe, Manchester, factory of AEI, for shipment to Kitwe in Zambia. This is one of six units being shipped to Zambia and three more have recently been ordered. The Transwitch range developed by AEI offers a complete pre-assembled and tested substation comprising a transformer with a fuse-switch and distribution cabinet. Factory assembled and testing reduces site work to a minimum, all that is required is the connection of incoming and outgoing cables.*

## REPUBLIC OF SOUTH AFRICA

### *Customs tariff changes*

GOVERNMENT NOTICE R911, published in the Republic of South Africa Government Gazette of June 23, amends the Republic's customs tariff as follows:

| I Tariff Heading | II Statistical Unit | III Rate of Duty General | IV Rate of Duty MFN | V Rate of Duty Preferential |
|---|---|---|---|---|
| 39.02 By the substitution for sub-headings Nos. 39.02.50.51 and 39.02.50.52 of the following: | | | | |
| .51 Plates, sheets, strip, film and foil, of a thickness not exceeding 0·002 in., unprinted | lb. | Free | | |
| .52 Plates, sheets, strip, film and foil, of a thickness exceeding 0·002 in. but not exceeding 0·009 in., unprinted | lb. | 25% or 3½c per sq. yd. less 12½% | | |
| .53 Other plates, sheets, strip, film and foil | lb. | 20% | | |
| By the substitution for sub-headings Nos. 39.02.90.51 and 39.02.90.52 of the following: | | | | |
| .51 Vinyl chloride copolymers in plates, sheets, strip, film and foil, of a thickness not exceeding 0·002 in., unprinted | lb. | Free | | |
| .52 Vinyl chloride copolymers in plates, sheets, strip, film and foil, of a thickness exceeding 0·002 in. but not exceeding 0.009 in., unprinted | lb. | 25% or 3½c per sq. yd. less 12½% | | |
| .53 Other plates, sheets, strip, film and foil | lb. | 20% | | |

NOTE: Specific provisions, free of duty, is made for unprinted plates, sheets, strip, film and foil, of vinyl chloride polymers and copolymers, of a thickness not exceeding 0·002 in.

## *Dumping duty*

GOVERNMENT NOTICE R942, published in the Republic of South Africa Government Gazette of June 23, amends the Dumping Duty Schedule to the Customs and Excise Act, as follows:

| I Item | II Tariff Heading and Description | III Rebate Items | IV Territories |
|---|---|---|---|
| 215.01 | By the substitution for paragraph (1) of tariff heading No. 73.32 of the following: (1) Bolts and nuts (including bolt ends and screw studs, but excluding those identifiable for use in aircraft) | 401 | Belgium, France, Italy, Netherlands, Sweden, UK, W. Germany |

**Note:** The provision for an ordinary dumping duty on bolts and nuts of iron or steel is amended to exclude those identifiable for use in aircraft, and Sweden is added to the list of countries from which imports of the specified bolts and nuts will be subject to such duty.

*Mr. F. W. Griffin, managing director, BDH Group Ltd. (seated centre), seen during a break in the first session of an international seminar which was held at the company's Graham Street, London, headquarters recently. Attending the seminar are chief executives of BDH's overseas subsidiary companies and area managers. Included among these are Mr. E. Hardcastle, managing director of BDH's South African company, and Mr. F. G. Jameson, general manager of the Australian company. Purpose of the seminar was the discussion of problems and opportunities affecting pharmaceuticals in different areas.*

**TURKEY**

## *Global import quotas and liberalization lists*

THE FOLLOWING ITEMS were included in the Turkish Import List published in the *Board of Trade Journal* on January 27, 1967 (pages 228-238).

**Global import quotas**

| Page No. | Quota Serial No. | |
|---|---|---|
| | | *Quotas for Assembly Industries* |
| 237 | 394 | Materials for radio production. |
| 237 | 395 | Materials for electric shaver production. |
| 237 | 396 | Materials for record player production. |
| 237 | 397 | Materials for tape recorder production. |
| 237 | 398 | Materials for elevator and escalator production. |
| 237 | 399 | Materials for vacuum cleaner production. |
| 237 | 400 | Materials for automatic telephone switchboard production. |
| 237 | 401 | Materials for typewriter and calculator production. |
| | | A detailed breakdown of the parts importable under the above items can be seen at Tariff Section, Export Services Branch, Board of Trade (address as below). |

Inquiries about this notice shou'd be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).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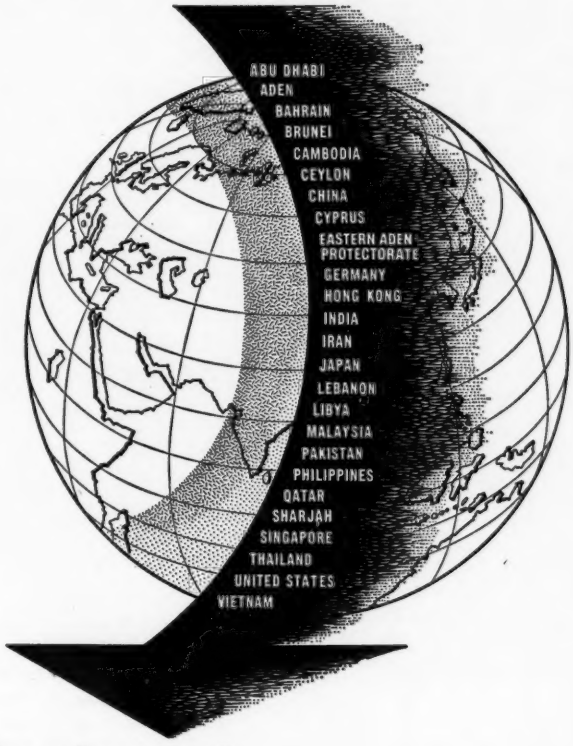


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## LEBANON

### *Customs tariff*

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

| Heading No. | Description of goods | Basis for Collection | Normal Tariff |
|---|---|---|---|
| 51.04 | Woven fabrics of man-made or synthetic fibres (continuous), including woven fabrics of monofil or strip of heading 51.01 or 51.02: | | |
| 11 | 1. Fabrics made up of two layers stuck together with rubber or with a rubber-base glue, weighing more than 600 grms. per square metre, prepared clearly for the manufacture of household and light footwear (1) . . | Kgm. net<br>The duty not to be less than *ad valorem* | 100 Piastres<br>18% |
| 53.11 | Woven fabrics of sheep's or lambs' wool or of fine animal hair: | | |
| 11 | 1. Fabrics made up of two layers stuck together with rubber or with a rubber-base glue, weighing more than 600 grms. per square metre, prepared clearly for the manufacture of household or light footwear (1) . . | Kgm. net<br>The duty not to be less than *ad valorem* | 100 Piastres<br>18% |
| 55.09 | Other woven fabrics of cotton: | | |
| 11 | 1. Fabrics made up of two layers stuck together with rubber or with a rubber-base glue, weighing more than 600 grms. per square metre, prepared clearly for the manufacture of household and light footwear (1) . . | Kgm. net<br>The duty not to be less than *ad valorem* | 100 Piastres<br>18% |
| 56.07 | Woven fabrics of man-made or synthetic fibres (discontinuous or waste): | | |
| 11 | 1. Fabrics made up of two layers stuck together with rubber or with a rubber-base glue, weighing more than 600 grms. per square metre, prepared clearly for the manufacture of household and light footwear (1) . . | Kgm. net<br>The duty not to be less than *ad valorem* | 100 Piastres<br>18% |
| 60.01 | Knitted or crocheted fabrics, not elastic nor rubberized: | | |
| 61 | 1. Fabrics of man-made or synthetic fibres or of sheep's or lambs' wool or fine animal hair or of cotton, made up of two layers stuck together with rubber or with a rubber-base glue, weighing more than 600 grms. per square metre, prepared clearly for the manufacture of household and light footwear (1) . . . . . | Kgm. net<br>The duty not to be less than *ad valorem* | 100 Piastres<br>18% |

(1) Reduced duty applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Extn. 460/462).

## MALAYSIA, SINGAPORE AND BRUNEI

### *Currency arrangements*

THE GOVERNMENTS of Malaysia, Singapore and Brunei have announced interchangeability arrangements for their separate currencies with effect from June 12, 1967, from which date the Board of Commissioners for Currency, Malaya and British Borneo, ceased its operations.

The effect of these arrangements is that banks in each country will accept, at par and without charge, notes and coins issued by the currency authorities of the other countries and exchange such notes and coins into notes and coins of the country concerned. In turn, each currency authority will arrange for repatriation of the notes and coins issued by the other authorities and receive, at par value, the equivalent in sterling or some other agreed currency.

People travelling in Malaysia, Singapore and Brunei will therefore be able to use notes and coins of any of the three countries concerned.

*A 600-ton and a 400-ton press, designed and manufactured by Cowlishaw Walker and Co. Ltd., Biddulph, Staffs, are the heaviest pieces of machinery in the motor body plant they are supplying to Iran. The picture shows the presses arriving at their site in Tehran. These presses are now in operation following the recent State opening of the £4 million automobile plant by His Imperial Majesty the Shah.*

## MALAYSIA

### *Pioneer Industries Ordinance, 1958*

THE MALAYSIAN GOVERNMENT has announced that, subject to representations made in writing to the Minister of Commerce and Industry before July 28, 1967, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

| *Industries* | *Products* |
|---|---|
| (A) Chemicals . . . . . | Disodium methane arsonate monosodium acid methan arsonate. |
| (B) Manufacture of agricultural machinery and implements. | Power driven threshers, dryers, shellers, |
| (C) Primary iron and steel milling . | (1) Alloy steel.<br>(2) Manganese steel.<br>(3) Carbon steel.<br>(4) Special steel.<br>(5) Stainless steel.<br>(6) Spring steel. |
| (D) Manufacture of other iron and steel basic shapes. | Pumps, diesel engines. |

This notice means that it has been represented to the Minister of Commerce and Industry that the establishment and development of these industries in Malaysia should be encouraged. Firms to which pioneer certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Malaysia.

All inquiries about the Pioneer Industries Ordinance should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 1237/G.

### *Import control*

THE MALAYSIAN GOVERNMENT has issued Notice to Importers – States of Malaya and Penang Island No. 4 of 1967 dated June 16, 1967, which states that with effect from June 15, 1967, the importation of the goods listed in the schedule below into the Principal Customs Area of the States of Malaya and into Penang Island from all countries is subject to quantitative restriction in respect of goods under Group A and specific licensing in respect of goods under Group B.

The Customs (Prohibition of Imports) (States of Malaya) (Amendment) No. 7 Order, 1967, prohibits the importation or transportation of the scheduled goods except under or by virtue of a specific licence, and in the case of goods under Group A the licences will be restricted to import quotas which will be issued by the Ministry of Commerce and Industry. Applications for import quotas must be supported by documentary evidence of imports for

(*Continued on page* 68)

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MALAYSIA, *continued*

1966, and this evidence is required within three weeks of the issue of the Notice. Import quotas will be issued quarterly, the first quota period commencing on June 15, 1967, and ending on September 14, 1967.

**GROUP A**

| Tariff Code No. | Description |
|---|---|
| | *Copper wire and aluminium wire and cables* |
| 682 211 | Copper wire, uninsulated, excluding brass wire. |
| 684 211 | Aluminium wire. |
| | Stranded wire, cable, cordage, rope, plaited bands, slings and the like, but excluding insulated electric wires and cables. |
| 693 131 | Of aluminium, excluding steel reinforced aluminium. |
| 693 139 | Of steel reinforced aluminium. |

**GROUP B**

| Tariff Code No. | Description |
|---|---|
| | *Manufactured fertilizers and prawn dust* |
| 081 401 | Prawn dust. |
| 561 100 | Nitrogenous fertilizers and fertilizer materials in bulk, other than natural, including ammonium and calcium nitrate and urea prepared for use as fertilizer. |
| 561 200 | Phosphatic fertilizers and fertilizer materials in bulk, other than natural, including basic slag, calcium phosphates, and superphosphates. |
| 561 300 | Potassic fertilizers and fertilizer materials in bulk, other than natural, including potassium chloride and potassium sulphate, but excluding potassium carbonate. |
| 561 901 | Composite, complex or compound fertilizers (other than separate chemically defined compounds) being mineral or chemical fertilizers containing two or more different fertilizing substances (nitrogen, phosphorous or potassium). |
| 561 909 | Fertilizers not elsewhere specified, including nitrogenous phosphatic and potassic fertilizers put up in tablets, lozenges, or similar forms or in packings of a gross weight not exceeding 22 lb. |
| | *Plastic products* |
| 841 590 | Safety helmets of plastic. |
| 893 201 | Articles for household use of plastic materials (except ash trays and pipe racks) not elsewhere specified. |
| 893 203 | Toilet articles of plastic materials excluding combs and hair-slides. |
| 893 204 | Lampshades of plastic materials (even if on a metal frame). |
| 893 205 | Clothing of plastic sheeting. |
| 893 207 | Advertising articles of plastic materials, not elsewhere specified or included. |
| 893 208 | Lamps and lighting fittings of plastic materials, not elsewhere specified or included |
| 893 209 | Articles of plastic materials, other than woven, not elsewhere specified or included. |
| | Toys and working models of a kind used for recreational purposes, other than dolls' prams and push chairs and wheeled toys designed to be ridden but including mechanical and instructional toys. |
| 894 234 | Of plastic. |
| 894 427 | Articles for sports and outdoor games not elsewhere specified of plastic. |
| | Artificial flowers, foliage or fruit and parts thereof and articles made of artificial flowers, foliage or fruit: |
| 899 933 | Of artificial plastic materials. |
| | *Travel goods* |
| | Travel goods (including trunks, suitcases, hatboxes, travelling bags, haversacks, knapsacks, rucksacks, kitbags) handbags, wallets, purses, satchels, briefcases, collar-boxes, dressing-cases, pouches, toilet-bags, tool-cases and similar containers: |
| 831 001 | Boxes and trunks of or covered with leather, imitation leather or textiles. |
| 831 002 | Travel goods (other than boxes or trunks) of or covered with leather, imitation leather or textiles. |
| 831 003 | Travel goods of or covered with vulcanized fibre, artificia plastic sheeting or of paperboard, not being imitation leather. |
| 831 004 | Cigarette cases, cigar cases, tobacco pouches, pipe cases and similar smokers' accessories made of or covered with leather, textile, plastic sheeting, paperboard or vulcanized fibre. |
| 831 005 | Handbags, wallets, brief-cases, dressing-cases, tool-cases and similar containers not elsewhere specified of or covered with leather, imitation leather or textiles. |
| 831 006 | Handbags, wallets, brief-cases, dressing-cases, tool-cases and similar containers not elsewhere specified of or covered with vulcanized fibre, plastic sheeting or paperboard, not being imitation leather. |

These items are included in the list of commodities which are to be considered at a further series of Public Inquiries to be held this month by the Tariff Advisory Board, a notice about which appeared in *Board of Trade Journal* of June 30, 1967.

## NEW ZEALAND

### *Conversion to decimal currency*

ON JULY 10, 1967, New Zealand's currency will be converted to a decimal system, and banks in New Zealand will be closed on July 6 and 7 to facilitate the changeover.

The basic unit of the New Zealand currency will be the dollar, which is equal in value to ten shillings sterling (and also to ten shillings in the old New Zealand currency), and the dollar will be divided up into 100 cents. Ten cents will, of course, be equivalent to one shilling sterling, and a conversion from whole pence to whole cents is set out below:

| Pence: | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Cents: | 1 | 2 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 8 | 9 | 10 |

Pounds sterling can be converted into New Zealand dollars by multiplying the former by two.

## UNITED STATES

### *Fair Packaging and Labelling Act*

THE *Board of Trade Journal* for December 23, 1966, gave notice of the United States Fair Packaging and Labelling Act which came into force on July 1, 1967.

The United States Federal Trade Commission has now published details of its initial proposals for mandatory regulations under the Fair Packaging and Labelling Act.

The proposed regulations establish requirements for the labelling of packaged consumer commodities with respect to the identity of the commodity; the name and place of business of the manufacturer, packer or distributor; the net quantity of contents; and net quantity of servings, uses or application.

Interested persons, who are advised to obtain details of the proposals from the Board of Trade, address below, may file comments on the proposed regulations with the Secretary, Federal Trade Commission, Washington DC 20580, not later than *July* 27, 1967.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

### *Federal Trade Commission*

THE UNITED STATES Federal Trade Commission is at present considering whether corrective action is necessary to prevent the use of misleading and deceptive representations made in connection with the processing, manufacture, distribution and sale of washable fabric products which are advertised or labelled as pre-shrunk or as non-shrinkable in excess of a stated percentage, which may shrink when tumble dried in an automatic dryer.

The Federal Trade Commission has invited all interested parties to submit their written views and suggestions on this subject. Comment should be filed with Mr. Joseph W. Shea, Secretary, Federal Trade Commission, Pennsylvania Avenue, and 6th Street, NW, Washington, DC 20580, not later than August 15, 1967.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

### *Initial motor vehicle safety standards*

A NOTICE in the *Board of Trade Journal* of February 10, 1967, announced motor vehicle safety standards for all United States domestic and foreign motor vehicles manufactured on or after January 1, 1968, for sale in the United States.

The National Highway Safety Bureau have now formulated some interpretations of the standards covering lamps (Standard No. 108) and steering controls (Standard No. 204).

Inquiries regarding this notice may be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

### *Imported wool products*

NOTICE WAS GIVEN in the *Board of Trade Journal* of September 30, 1966, of a proposal by the United States Federal Trade Commission to add a new rule, Rule 36, to its Regulations under the Wool Products Labelling Act of 1939, to provide for all imported wool products to be retained in Customs custody until they have been tested to determine whether or not they comply with the labelling requirements of the Act.

A public hearing was held on October 26 and all interested persons were given the opportunity to comment on this proposal.

After due consideration of all the data received, the Federal Trade Commission has now decided to amend the regulations by the addition of the new Rule 36.

The new rule will become effective on October 23, 1967.

Interested persons may submit written comments on the amendment by July 24 to the Secretary, Federal Trade Commission Building, Sixth Street and Pennsylvania Avenue, N.10. Washington D.C. 20580.

Full details of the new rule are obtainable from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## CHILE

### *Temporary import concessions*

HM EMBASSY at Santiago report that duties on sanitary varnishes for the insides of tins for food products (BN 32.09.01.01) and the *ad valorem* charge on corrugated galvanized iron sheets, 2¾ in. wave width and ½ in. depth of thickness between 0.8 mm. and 3.2 mm. with ends turned the same way (BN 73.13.01.01) have been suspended until December 31, 1967.

**Increases in duty**

The following increases in *ad valorem* charges have been reported:

| Tariff No. | Item | Old Rate | New Rate |
|---|---|---|---|
| 68.13.05.00 | Asbestos clothing | 40% | 70% |
| 27.09 | Crude petroleum oil | 35% | 50% |

**Addition to the tariff**

By Ministry of Finance Decree No. 716 of June 7, the following sub-item has been added to the Chilean Tariff: (04.05.01.02), eggs, fertile, for reproduction, 40 per cent *ad valorem*.

## ARGENTINA

### *Imports of capital goods*

HM EMBASSY AT Buenos Aires report the issue of Argentine Central Bank Circular R.C. 328 of June 15, which establishes a new regime of payments in respect of imports of capital goods (see the *Board of Trade Journal* of January 22, 1965, page 188).

| Import Value | Liquidation of Balance | First Payment |
|---|---|---|
| US $10,000 to US $30,000 | 2 years | 6 months |
| US $30,000 to US $50,000 | 3 years | 6 months |
| US $50,000 to US $100,000 | 3½ years | 6 months |
| US $100,000 to US $200,000 | 4 years | 6 months |
| US $200,000 to US $500,000 | 4½ years | 12 months |
| US $500,000 to US $1,000,000 | 5 years | 12 months |
| US $1,000,000 and above | to be determined on an *ad hoc* basis in consultation with the Central Bank. | |

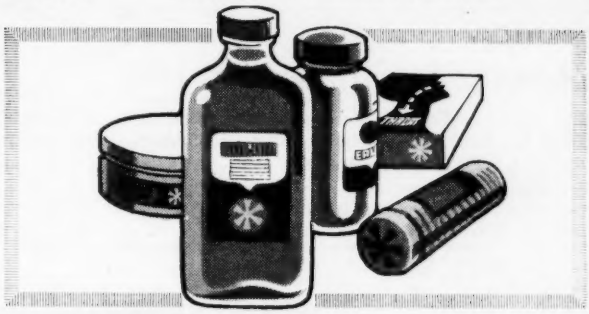
**Notes:**

(a) Imports not exceeding US$10,000 may be paid for under conditions freely agreed between the importer and his supplier.

(b) In the case of imports exceeding US$10,000 a maximum initial payment of 5 per cent of the purchase shall be permitted at the moment of placing the order and not more than 10 per cent of the total against delivery of shipping documents. Payments of the balance shall be made in equal periodical quotas subject to the minimum time limits laid down above, counting from the date of each shipment.

(c) The provisions of the Circular do not cover imports from member countries of the Latin American Free Trade Association, or imports of aircraft engines and aeronautic spares.

(d) Capital goods are understood to include such things as railway equipment, structures, boilers, generators, pumps, air-conditioning and refrigeration apparatus, rolling mills, agricultural machinery, machine tools, statistical machines, vending machines, motor vehicles, and generally any item of equipment which would figure in the category of fixed assets and be used in the production of goods and the operation of services.

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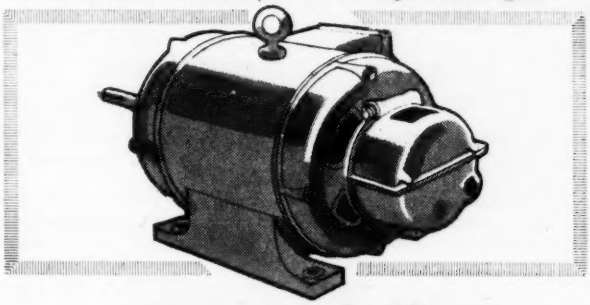
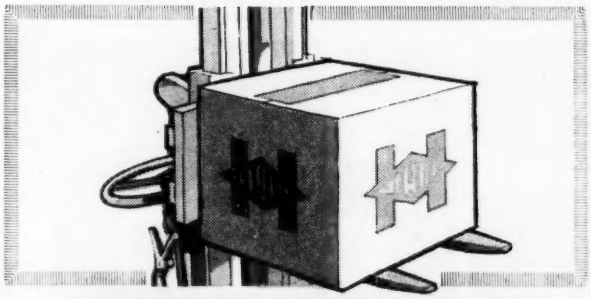


...generators in Ghana



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## JAMAICA

### *Industrial Incentives Law, 1956*

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

(i) Enamelled household utensils.
(ii) Thermoplastic compounds con. ining any one or more of the following materials:
(a) Polyvinylchloride;
(b) polymers of vinyl chloride and other monomers;
(c) polymers containing two or more monomers – acrylonitrile, styrene or butadiene;
(d) urethane polymers;
(e) chlorinated modifications of (a), (b), (c) or (d) above.
(iii) Lavatory cleaner (chemical).

The *Board of Trade Journal* of June 16, 1967 (page 1594) announced that the Jamaican Minister of Trade and Industry was considering whether 'Eyeglasses, wigs and similar hair attachments made from human hair' should be declared approved products under the above law. These products have since been amended to '*Eyelashes*, wigs and similar hair attachments made from human hair'.

### *Export Industries Encouragement Law, 1956*

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law:

City street maps, produced by the use of aerial photography, photogrammetry, drafting and printing.

Approved manufacturers of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

The following products have been declared approved products for the purposes of the Export Industries Encouragement Law, 1956:

Burlap bags.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated May 5, 1967, page 1178.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

## MONTSERRAT

### *Customs tariff changes*

THE RATES OF CUSTOMS duty on road motor vehicles (group 732) and road vehicles including trailers n.e.s. and parts (not including rubber tyres) (item 733-09) have been increased to 22½ per cent Preferential and 66⅔ per cent General, *ad valorem*.

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

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Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 29424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 209 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

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| *Title* | *Last published* |
|---|---|
| Air transport: | |
| Activity at UK aerodromes (M) | 30 June 1967 |
| Aircraft noise at Heathrow Airport (Q) | 9 June 1967 |
| Mileage and traffic (M) | 30 June 1967 |
| Trade by air (6-M) | 14 April 1967 |
| Balance of payments (Q) | 23 June 1967 |
| Bankruptcy orders (Q) | 5 May 1967 |
| Business names registered (A) | 10 Feb. 1967 |
| Capital expenditure: | |
| By industry (Q) | This week |
| Distributive and service trades (A) | 30 Dec. 1966 |
| Industry's investment intentions (3 times a year) | 23 June 1967 |
| Catering trades turnover (M) | 16 June 1967 |
| Chemical industries production (6-M) | 19 May 1967 |
| Companies: | |
| Income and finance (Q) | 5 May 1967 |
| New companies registered: | |
| Gt. Britain (M) | 30 June 1967 |
| N. Ireland (M) | 23 June 1967 |
| Credit: | |
| Instalment credit business (M) | 9 June 1967 |
| International trade credit (A) | 17 June 1966 |
| Engineering and electrical goods: | |
| Deliveries of certain products (Q) | 30 June 1967 |
| Production, exports and orders (M) | 30 June 1967 |
| ECGD business (Q) | 10 Feb. 1967 |
| Film industry: | |
| British Film Fund Agency returns (M) | 30 June 1967 |
| Cinema admissions and takings (M) | 19 May 1967 |
| Overseas payments and earnings (A) | 6 Jan. 1967 |
| Registration of films (A) | 27 Jan. 1967 |
| Trends in film-going (A) | 9 Sept. 1966 |
| Food: | |
| Consumption levels (A) | 30 June 1967 |
| Household consumption (Q) | 16 June 1967 |
| Footwear industry orders (M) | 16 June 1967 |
| Foreign trade: | |
| Commonwealth trade (A) | This week |
| Sterling area trade summary (Q) | This week |
| Trends in exports of manufactures (A) | 18 Nov. 1966 |
| World trade and production (Q) | 19 May 1967 |
| Foreign trade of the UK: | |
| Unit value and volume index nos. (M) | This week |
| Value of overseas trade (M) | 23 June 1967 |
| Gold and convertible currency reserves (M) | 9 June 1967 |
| Hairdressing trades turnover (M) | 16 June 1967 |
| Hire purchase: | |
| Assets and liabilities of HP companies (Q) | 19 May 1967 |
| Business (M) | This week |
| Industrial building provisional figures (Q) | 28 April 1967 |
| Industrial production: | |
| Index nos. (M) | 30 June 1967 |
| N. Ireland index (M) | 30 June 1967 |
| Insurance companies: | |
| Assets (A) | 1 July 1966 |
| Transactions (Q) | 31 Mar. 1967 |
| Investment and earnings overseas (A) | 30 June 1967 |
| Laundries and dry cleaners turnover (M) | 16 June 1967 |
| Machine tools deliveries and orders (M) | 16 June 1967 |
| Man-made fibres: | |
| Analysis of production (A) | 7 April 1967 |
| Analysis of production (Q) | 30 June 1967 |
| Deliveries (Q) | 5 May 1967 |
| Production (M) | This week |
| Motor industry: | |
| Car and commercial vehicle production (M) | 30 June 1967 |
| Motor trades turnover (M) | 30 June 1967 |
| Nationalized industries overdrafts (M) | This week |
| Partnerships registered (A) | 10 Feb. 1967 |
| Pension funds: | |
| Assets (A) | This week |
| Transactions (Q) | This week |
| Retail prices index (M) | 23 June 1967 |
| Retail trade: | |
| Index nos. (M) | This week |
| N. Ireland index (M) | 30 June 1967 |
| Royalty transactions (A) | 29 July 1966 |
| Shipping movement at UK ports (M) | 19 May 1967 |
| Stocks: | |
| Distributive and service trades (A) | 30 Dec. 1966 |
| Manufacturers', wholesalers' and distributors' (Q) | This week |
| Retail (M) | This week |
| Television: | |
| Overseas payments and earnings (A) | 6 Jan. 1967 |
| Textiles: | |
| Clothing and textile orders and deliveries (M) | 23 June 1967 |
| Cotton production (M) | 23 June 1967 |
| Wholesale houses sales (M) | 16 June 1967 |
| Wool exports (Q) | 26 May 1967 |
| Wool output (M) | 23 June 1967 |
| Tourism: | |
| International tourism (A) | 16 Sept. 1966 |
| UK tourist traffic (M) | 2 June 1967 |
| Wholesale prices: | |
| Average prices of selected commodities (A) | 24 Feb. 1967 |
| Index nos. (M) | 16 June 1967 |

| **Board of Trade Departments, etc.** *Subject* | *Last published* |
|---|---|
| Board of Trade addresses | 12 May 1967 |
| Board of Trade regional organization | This week |
| British and Commonwealth chambers of commerce and other British business organizations overseas | 11 Mar. 1966 |
| British commercial representatives overseas | 19 May 1967 |
| Directory of Board of Trade departments and their work | 26 May 1967 |
| ECGD local offices | This week |
| Official Receivers' Offices | 16 Dec. 1966 |
| United States consular offices in the UK | 17 June 1966 |

# Board of Trade Regional Controllers

*For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.*

**Northern Region**
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

**Yorkshire and Humberside Region**
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472. Answer Back – ECONPLAN LDS).

**North Western Region**
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back – BOT MCHR).

**Midland Region**
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX. 33702, Answer Back – BOT BHAM).

**Eastern Region**
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**London and South Eastern Region**
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**South Western Region**
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L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

**Wales**
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261)

**Scotland**
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

**Northern Ireland**
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. (Tel. Belfast 34488.
Code: OBE 2. 34488. TELEX. 74578, Answer Back – GOVNI BELFAST).


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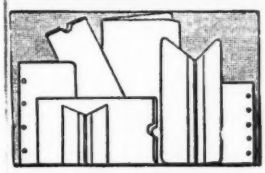

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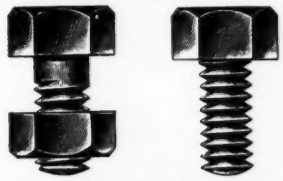

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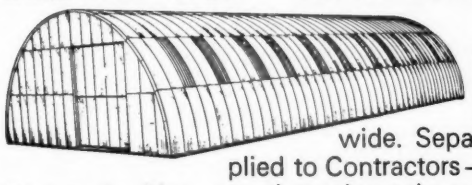

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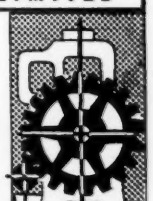

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